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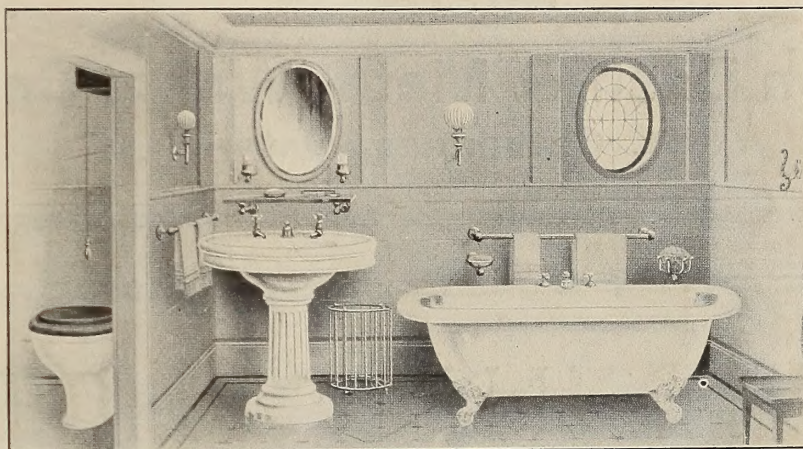
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SOMERVILLE LIMITED

TORONTO, CANADA

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PUBLISHED MONTHLY *by*
The CANADIAN MANUFACTURERS
ASSOCIATION, *Incorporated.*




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under which Forty per cent of the underwriting Profit is returned to the policy-holders, the EXPENSES being limited to 20% of the premium. This policy has \$700,000 assets behind it and only covers the best class of manufacturing plants, warehouses, etc.

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- - It will pay you.

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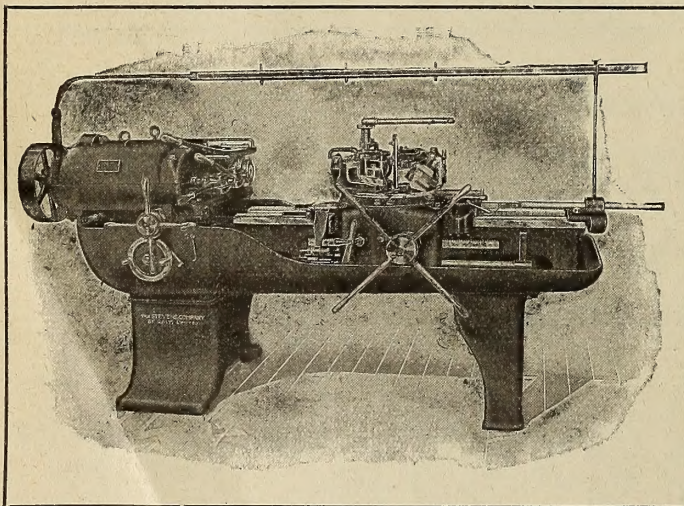
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Machine Shops that are Paying



out wages, whether busy or not, will find our

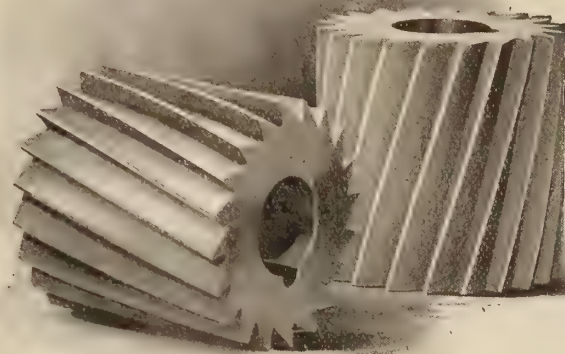
Flat Turret Lathe

a splendid investment, as it saves in wages about \$1,000 per year. It does not require a very large business to do this either, as it can be used on chucking work as well as bar work. All will agree that a return of 50% to 75% per annum in these times should not be ignored.

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THE STEVENS COMPANY OF GALT, LIMITED

GALT, ONTARIO, CANADA



Boiler Makers' and Machinists' Small Tools



Taps

Dies

Reamers

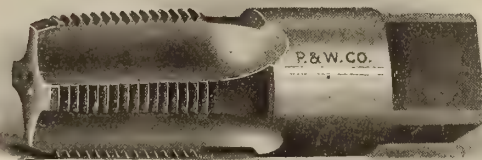
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Taper Pins, Standard Gauges
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COMPLETE STOCK OF ALL THESE LINES



These tools are shown in our Small Tool Catalogue which will be sent to any address.

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WE MAKE

Carriage Bolts Machine Bolts
Special Bolts, all kinds

HOT PRESSED NUTS

Boiler and Structural Rivets

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Track Bolts

Toronto Bolt and Forging Co. Limited
TORONTO, CANADA.

DOG-ON-GOOD-NUT



WHO WOULD PURCHASE

A
Cold Punched
Iron Nut, when a High-Grade
Turned Steel Product
can be procured at
the same price

WOULD YOU?

Send for catalogue, price list and samples, convincing yourselves

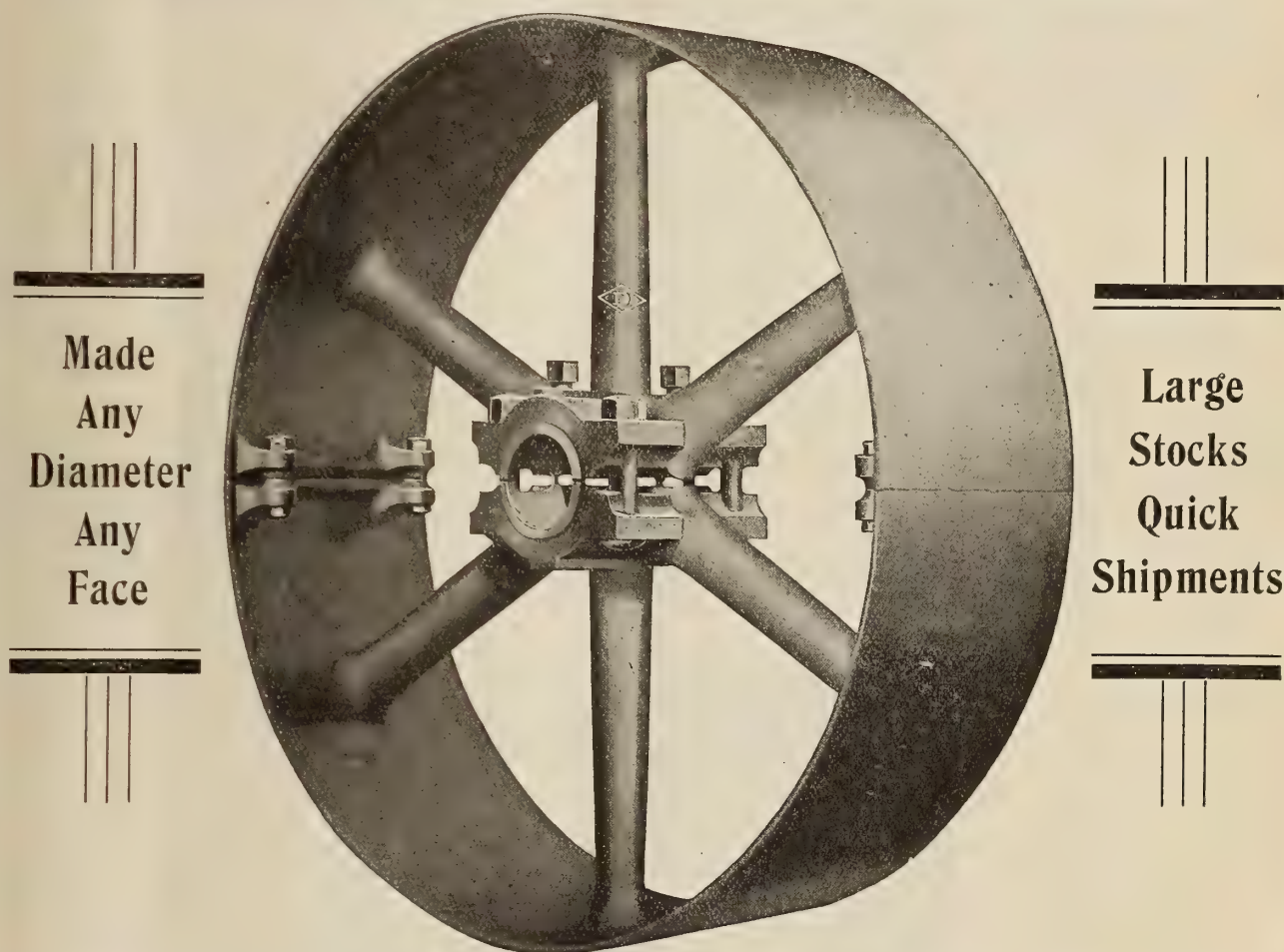
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NIAGARA FALLS

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DODGE

Standard Split Iron Pulleys



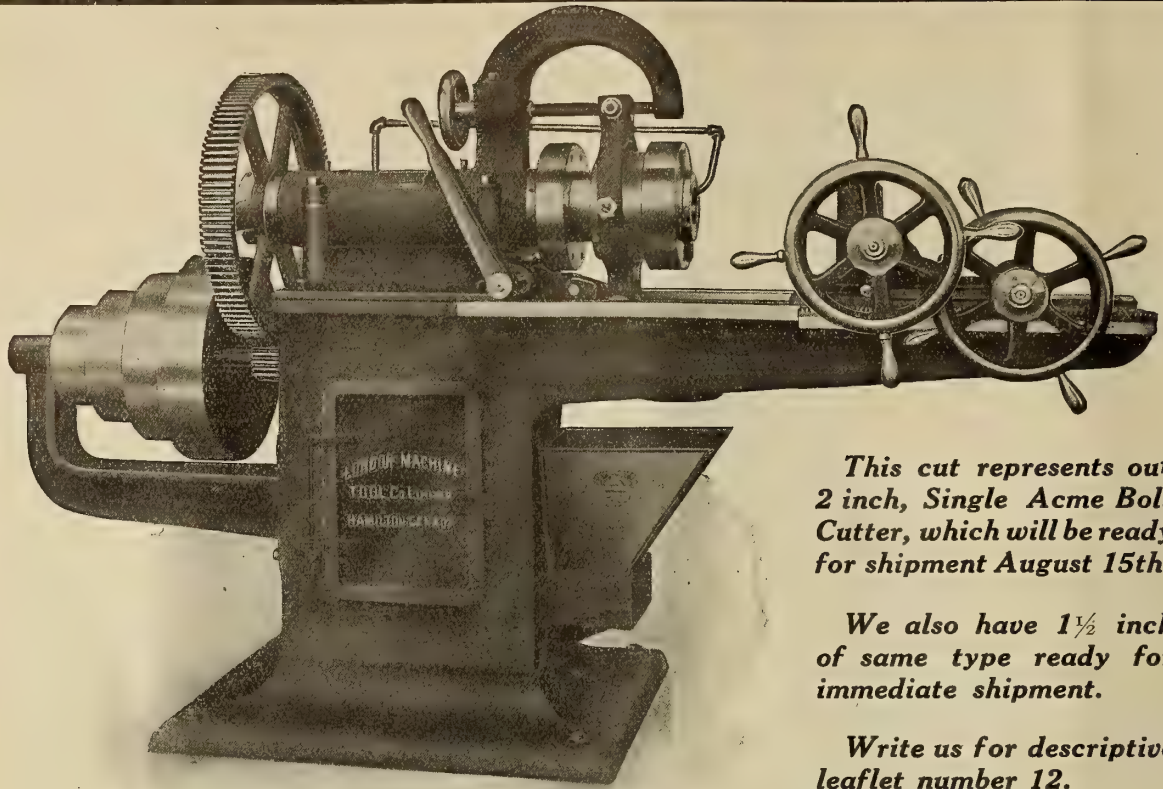
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Where a metal pulley is wanted there is nothing
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Sole Makers

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Toronto - - Montreal



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We also have 1½ inch of same type ready for immediate shipment.

Write us for descriptive leaflet number 12.

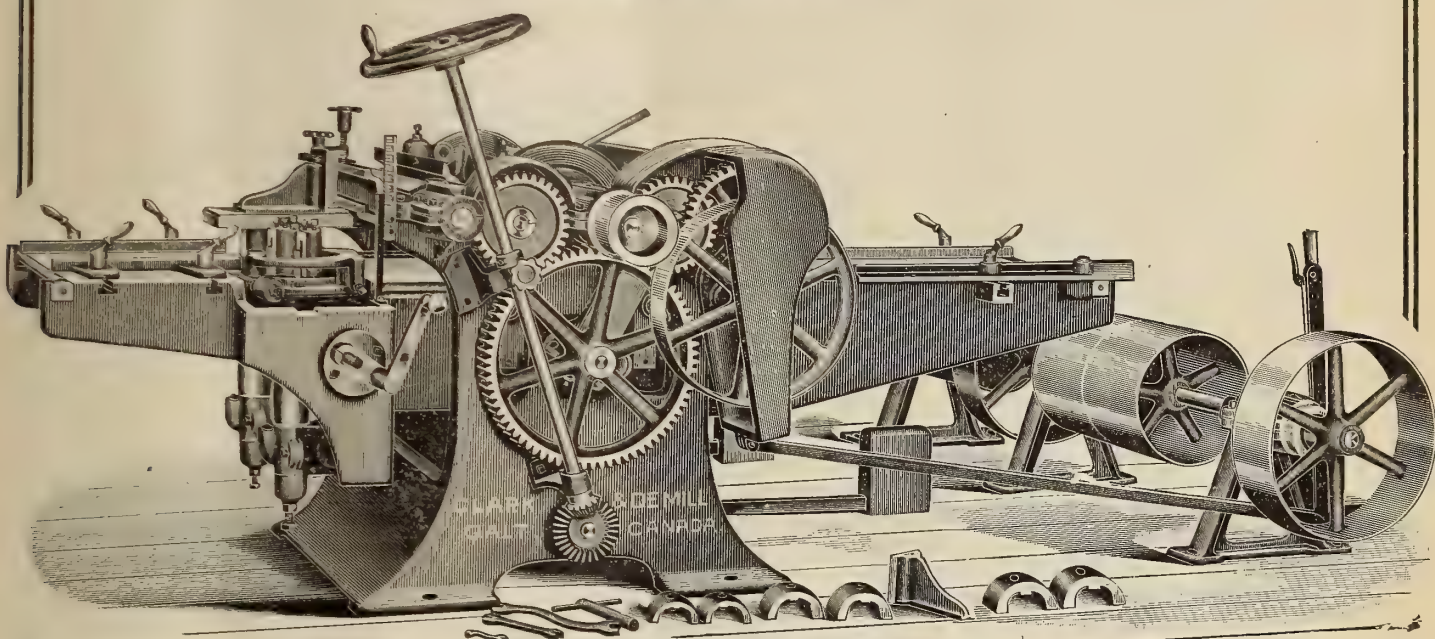
London Machine Tool Co., Limited - Hamilton, Ontario



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BRANTFORD **LIMITED.**

Makers of Bolts and Screws of Superior Quality
LET US QUOTE YOU

NO. 20
Planer, Matcher and Moulder
COMBINED



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Planes 24 inches wide, 9 inches thick.

Matches 14 inches.

Four changes of feed: 46, 38, 31 and 23 running feed per minute.

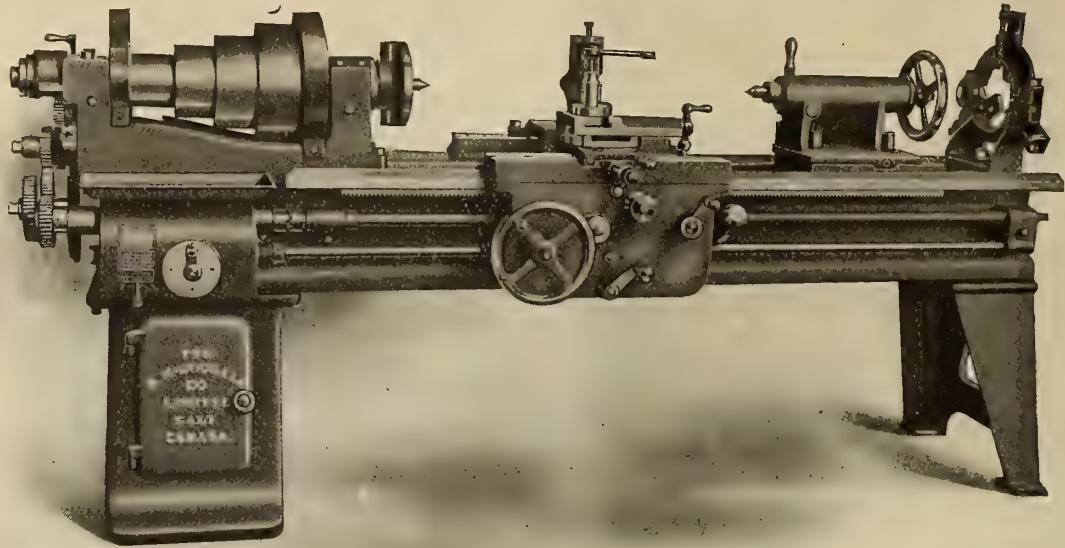
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Manufacturers of Improved Wood-Working Machinery

Send for Descriptive Catalogue

1908 Model 16 inch Engine Lathe



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Sold by THE CANADIAN FAIRBANKS CO., Montreal, Toronto, Winnipeg, Vancouver.



We think quality just as important in tinware as anything else. Compare our goods with others.

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PLAIN AND DECORATED TIN BOXES AND SIGNS.

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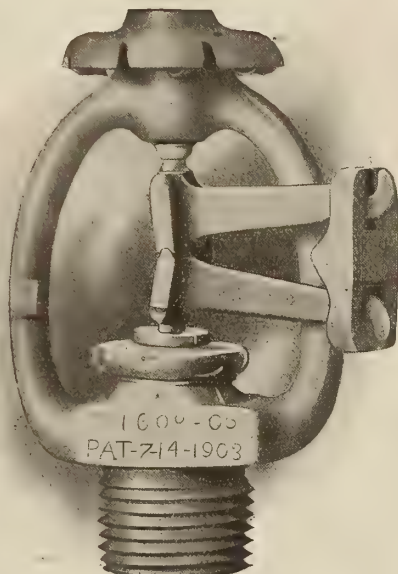
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AUTOMATIC FIRE SPRINKLERS

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GET OUR ESTIMATES FREE

Ask your Underwriters for a "Sprinklered Risk" Rate,
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REDUCTION IN INSURANCE PREMIUMS OF 50 TO 80%

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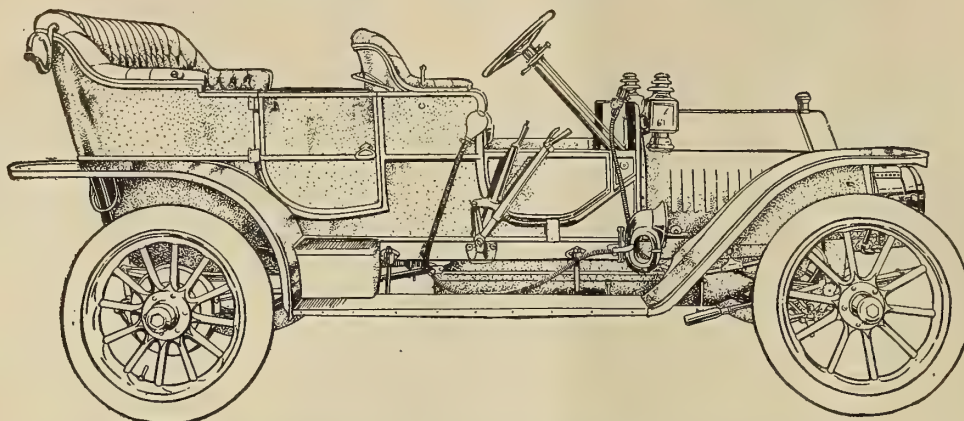
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CANADIAN CORUNDUM WHEEL CO., Limited

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CORUNDUM AND



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**Unequalled in fineness and
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Present Capacity 500,000 Barrels Annually

also

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Portage La Prairie, Manitoba, is the **ONLY** place in Western Canada where
the **MAIN LINES** of **ALL** the great Western Canadian Railways intersect

GRAND TRUNK PACIFIC
CANADIAN PACIFIC

GREAT NORTHERN
CANADIAN NORTHERN



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transfer
system
eliminates
excessive
charges,
annoying
waits and
delays.

Unequalled
railway
facilities,
Free Sites
with other
concessions
and
lowest rate
of
expenses

Western Canada is all right! All of the great opportunities to be found on this Continent await you out here in Western Canada!

Portage la Prairie is bound to become the great distributing centre for this great rich agricultural territory, and in order to share to the fullest possible extent in the coming era of unprecedented prosperity that is certain to prevail throughout Western Canada from this time on, you must **COME** where the benefits of location, railway facilities, equitable freight rates, favorable labour conditions, cheap land and lowest rate of expenses will prove most advantageous. **FOR FULL INFORMATION ADDRESS**

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Twenty Thousand Club and Board of Trade
PORTAGE LA PRAIRIE, MANITOBA

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is the Final Word

Does Away With the Troublesome Central.

No Delays.

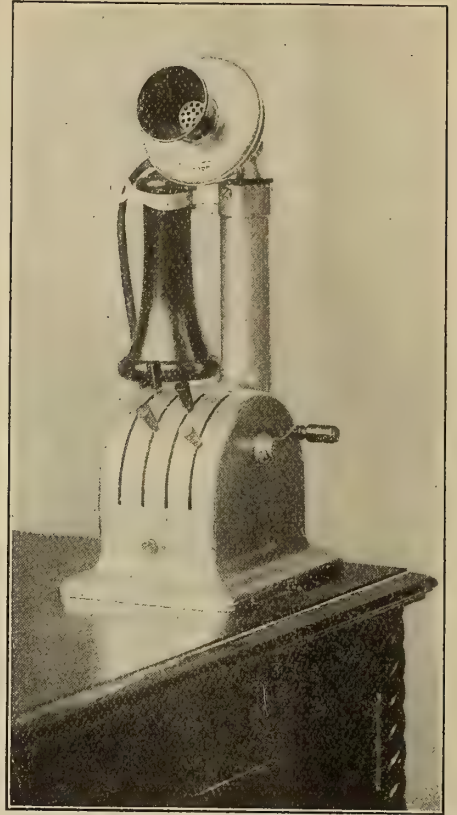
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No Disputes.

No Listening Board.

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DUNCAN STREET, TORONTO



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GUARANTEED FOR TEN YEARS

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ASLEEP 23 YEARS!

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THE "BANNER" SPRING

Notice how it yields to shoulders and hips, while keeping the body perfectly level. This means good circulation and sound sleep. Materials and construction are the BEST.

GUARANTEED TO GIVE A LIFETIME OF SATISFACTION

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MONTREAL - TORONTO - WINNIPEG



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Express**
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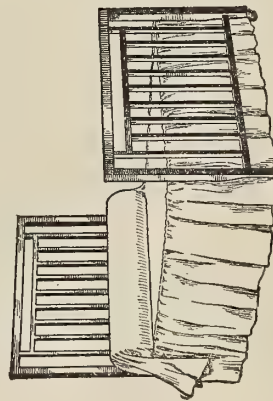
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A Bedstead that doesn't require constant attention with a cloth in order to maintain its bright, cleanly appearance—that saves many hours of labor per year—that is the most sanitary in the world—that will outlive any wood or enamel bedstead—such a bedstead is the *Brass Quality Bedstead*.

You should be able to buy *Brass Quality Beds* at any first-class furniture store. If not, write direct to us.



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Making and printing is an art.

We are artists in this line.

We want **YOUR** business

Put your product in bags that are well

Made with first class printing and you

Will find that you are ahead of the

GAME

At the end of the season.



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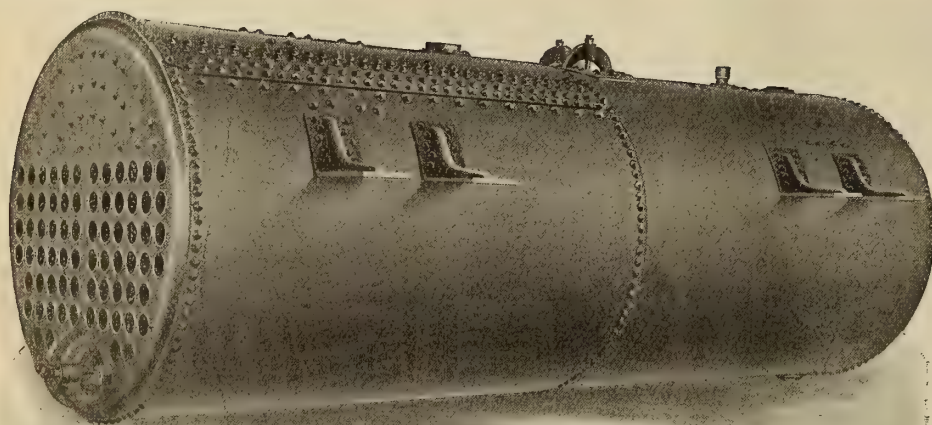
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Head Office: MONTREAL

W. A. JAMES, AGENT,
VANCOUVER.



BOILERS

OF ALL
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With our new and
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Highest Grade Boilers
and make quick delivery.

STANDARD EIGHTEEN FOOT ONTARIO BOILER

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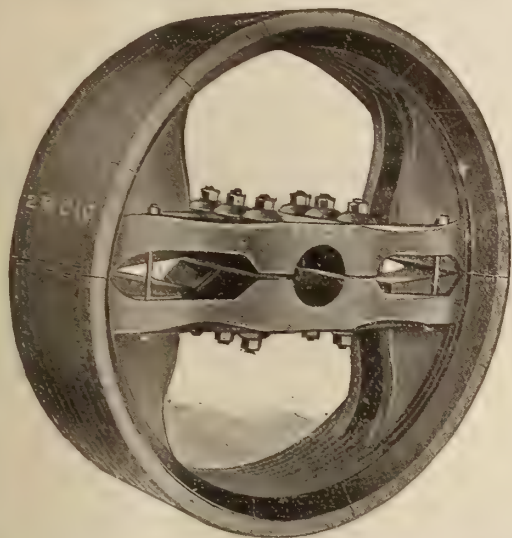
Robt. Hamilton & Co., Vancouver, B.C.

WE MAKE Wheelock Engines, Corliss Engines, Ideal Engines, Piston Valve Saw Mill Engines, Boilers,
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Branch of Standard Varnish Works:

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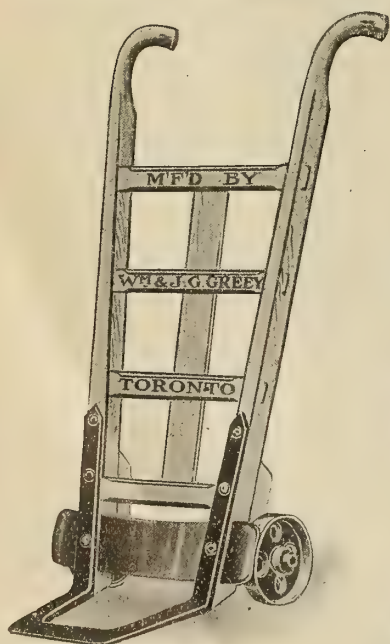
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PACKARD ELECTRIC CO., Limited

Works: St. CATHARINES

127-129 Bell Tel. Bldg., MONTREAL

Somerset Block, WINNIPEG

TRUCKS OF ALL SORTS FOR ALL PURPOSES



Special Bag Truck. Style 59

Every User should have our New 80-page Catalogue M2, on Trucks. Write for it. It contains much valuable information, and a complete list and illustrations of all standard and many special styles.

Two and Four
Wheeled

Our Improved
Designs will
Interest You



Grocers' and Warehouse Truck. Style 79. Extra Heavy Design

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Manufacturers of Flour, Oatmeal and Cereal Machinery, Grain Choppers, Paint and Ink Machinery
Spice and Drug Machinery, Chilled Iron Rolls and Metal Rolling Mills, Trucks, Special
Machinery, Power Transmission, Elevating and Conveying Apparatus, etc., etc.

INDUSTRIAL CANADA

ISSUED BY
The CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

Vol. IX.

TORONTO, AUGUST, 1908

No. 1

INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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TORONTO

General Secretary: G. M. MURRAY.

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THE EDITORIAL VIEW POINT.

The Annual Convention.

THE annual Convention of the Canadian Manufacturers Association will be held in Montreal next month, and it is expected that it will be the most largely attended convention that the Association has yet held. This year it has the advantage of being held in the commercial metropolis of the Dominion, as well as the city which ranks first as a manufacturing centre. Aside from any advantages of this kind, however, the annual convention of the Association is one which every member should strive to attend. It is not too much to say that every great reform in the world's history, and every improvement in the conditions of humanity, has had its birth in a convention or in some form of meeting that closely approximated to one. Since responsible government was first established the convention has been recognized as the most important feature in the making of governments, the laying down of policies and the direction of public sentiment. Leaders take their instructions from conventions, and are,

in fact, created by them. There is no more forceful way of carrying through any project than by calling together all those interested in it, and formulating a plan on which all can work in harmony, giving their united strength to the attainment of the object at which they aim. As an educational force, the value of the convention can scarcely be overestimated. It would be difficult to conceive of anything better calculated to broaden one's views and sharpen one's wits than the privilege of taking part in a convention, such as that of the Canadian Manufacturers Association, where the brightest and keenest business men of the country come together for the purpose of discussing the most vital commercial problems of the day. There is no manufacturer, no matter how successful he may be, who can afford to neglect such an opportunity. No matter how valuable his time may be to his business at home, the inspiring influence of such a gathering will compensate him a hundredfold for the time he spends in attending it. Moreover, it is to the advantage of every manufacturer to make the influence of the manufacturing interests of the country felt; and there is no better way of accomplishing this than by turning out in force at the annual meeting. It has become a habit with a lot of newspapers and public men to treat the manufacturers and the manufacturing interests of this country as of very secondary importance. For instance, the damage already done and the complete ruin threatened to our woollen industries have not awakened the protests from the press and from public men generally that one should expect. A threatened crop failure strikes dismay into everyone, but the ruin of a great industry through unfair competition from abroad is largely viewed as a matter of course. The closing down of the largest pickling plant in Canada from the same cause is dismissed with a few lines in the press. It is not right that these things should be matters of such little importance to the public, and it is time that public sentiment was educated to view them in a different light. The way to do this is for the manufacturers to assert themselves, and there is no greater opportunity for doing so than that afforded by the annual convention. Viewed in its proper light attendance at the convention is a matter of vital personal importance to every manufacturer in Canada who wants to see the manufacturing interests of this country attain the influence to which they are entitled, and which will ensure them the consideration that is their due.

A Bright Outlook.

THE depression is passing. Every day brings news of renewed activity in some line of industry that was hit by the unfortunate condition into which the business of the country had fallen. In the United States, too, the recovery is apparent in the augmented values of the stocks traded in on the Wall Street market, but more particularly by the reports coming in regularly now of thousands of idle men being put to work. The steel industry is, perhaps, the best gauge by which to judge general conditions in any country. Steel enters into so many other industries that its rise or fall is a pretty good indication of the state of trade as a whole. In the United States the common stock of the great steel trust has doubled in value in the past few months, and during that period some tens of thousands of its employees who had been laid off have been set to work again. In Canada the prospects, which may be almost called assurances, of a great harvest, the greatest in the history of the West, have had their effect in brightening the commercial horizon. The railways, which had practically ceased to turn out new equipment, are now working with feverish haste on cars and engines, and it is asserted that, despite their efforts, there is bound to be a shortage of railway stock to move the Western crops. This means that every available man is being put to work, and their earnings will soon be put into circulation amongst the merchants, and orders to the manufacturers will follow soon afterwards. The recovery in Canada will come with a suddenness that will catch a good many of the over-cautious merchants throughout the country napping. As pointed out in these columns a few months ago, the wise dealers would get their orders in early and be prepared to do business when business comes to them. The advice is still good, though even now they will be somewhat late.

The Break in the Canal.

THE break in the Cornwall canal in the height of the busiest season, which resulted in the tying up of navigation on the St. Lawrence, indicates the need there is of another and an entirely independent route. We were just congratulating ourselves on having outdone the port of New York when the disaster came, and we had nothing to fall back on that could take the place of the canals as a cheap method of transportation. If the much-talked-of Georgian Bay Canal, via the Ottawa and French rivers, were built, this secondary route would remove all future danger of a tie-up in our water route. The Government has expended something in the neighborhood of a half million of dollars in making surveys and getting estimates of cost of the route, and the report of the engineers has been laid before Parliament. They find that the route is in every way practical and would cost something like one hundred millions of dollars to construct. This is a very large sum of money, but the benefit to the country would justify it. The money spent in the construction of a canal goes almost wholly into the pockets of the people. Unlike a railway there are no rails or other material to be

purchased outside the country. Whatever interest the Government would be called upon to pay on the hundred millions required would be more than made up to the people by reason of their having the use of the money.

The French Treaty.

THE Senate of France has refused to ratify the much lauded French Treaty. The reason for this action on their part seems to be shrouded in mystery. At any rate, repeated questioning of the Government at Ottawa has failed to bring forth any satisfactory explanation. It has been hinted that the Canadians were too much for the experienced French diplomats, and got the better of them in the deal. This suggestion is very flattering to our ambassadors, but it is not going to help much if the thing fails to go through. However, there were grave doubts as to the amount of benefit that would accrue to Canada from the treaty, and if it never goes into force probably there will not be a great deal lost to the country. Nevertheless, our curiosity is aroused to know the why and the wherefore of the French Senate's action, and we hope sometime to have the explanation.

Death in the Clothing.

ONE of the most unfortunate features of the flooding of the Canadian market with the products of British woollen mills is that some of the cheaper lines of goods and shoddies brought into Canada for the manufacture of cheap clothing are a real danger to the health of the wearers, as well as of those who are employed to make them up. It is, perhaps, not generally known, but it is none the less a fact, that the shoddy imported into Canada is made out of all manner of filthy material. Old rags and rubbish from the lowest and most disease-infected slums of the great European cities, including even the sweepings of floors, cobwebs swept from musty walls and all manner of garbage, enter into the composition of the shoddy that comes into Canada, and is put into suits for people who have to purchase cheap clothing. Suits that can be bought at retail for four or five dollars, and pants at less than a dollar, cannot, it stands to reason, be manufactured out of material of any real value. The fact is, foreign shoddy can justly be described as garbage made into a pulp and then rolled out to look like cloth that can be palmed off on the unfortunate to whom cheapness is a consideration. It is little short of a crime to allow such stuff to come into Canada at all. It is no advantage to the workingman to purchase a suit for a few dollars that cannot and does not wear. A shower of rain will almost literally melt such a suit off a man's back, and if he subjects it to the least strain it is bound to tear beyond mending. It is no kindness to allow such goods to be put in his way. Before the preferential tariff went into force, the quality of the cheaper lines of clothing sold in Canada was greatly superior to what it is to-day. Then the workingman paid a dollar or two more for his clothing, but he

got value for his money and he was not exposed to the danger of contracting some filthy or incurable disease. The cloth for cheap clothing was then manufactured in Canada, and the material that went into the making of it was both sanitary and substantial. Now, however, it is impossible for the Canadian manufacturer to turn out a substantial shoddy in competition with the stuff that is allowed to come into the country under the preference. If the Government would only investigate this question and learn of some of the dangers to which they are exposing the people of this country who are compelled to wear cheap clothing, we feel satisfied that they would take measures to put a stop to the importation of such trash, even to the extent of prohibiting it as they would a plague.

Making a Start.

AT New Glasgow a couple of weeks ago was launched the first steel sailing ship ever built in Nova Scotia. The town declared a general holiday and there was great rejoicing over the event, which it is to be hoped was merely the beginning of an industry that will grow into one of the most important in the Dominion. It is gratifying to note that this first steel-built ship was built almost entirely of Canadian material, so that she can truly be described as a "made in Canada" vessel. While this first ship is only a small one, as ships go to-day, and is intended for freight traffic, we will all look forward to the time, which we trust is not far distant, when great ocean liners, with their immense passenger accommodation and freight capacity, will be launched from shipyards in the Lower Provinces.

Anxious to do Business with Us.

THE attention that Canada has been attracting in Europe during the past few years has aroused a desire amongst some of the European nations, who ten years ago looked upon us with indifference, to establish trade relations with this country on the most favorable terms they can possibly secure. The French Treaty, if it has no other effect, has at least aroused a desire amongst its commercial rivals in Europe to get into touch with Canada on equally favorable terms. Even the Germans, who have been at war with us commercially, are now agitating for a trade treaty with Canada on as good terms as the French secured. The *Berliner Tageblatt*, which is said to express the views of the German Chancellor, appeals to the Germans to awaken out of their lethargy and get into touch "with this great land of the future, this rising people of the twentieth century." It refers to the treaty

with France, which it says has established a precedent which can be taken advantage of for arranging a commercial treaty between Canada and Germany. The impression that one gets from the general tone of this German article is that Canada has been discovered through the French treaty as a "good thing," and all the others are anxious to get a piece of it. The country seems to be in the unfortunate position of the merchant who makes a contribution to a church picnic or purchases a space in the official programme of some charitable concert. He is immediately "marked" by every denomination and every charitable organization as a "good thing," and having given to one he is supposed to be in duty bound to give to all. The merchant never sees any return on his investment, and it is to be hoped that Canada will be wiser than to follow such a poor example. This much-vaunted treaty-making power promises to be the source of a good deal of worry, and let us hope that nothing more serious will come of it.

J. J. Hill and Freight Rates.

IN an interview in Montreal recently Mr. J. J. Hill, the veteran railway king, made some statements that will be new to most of us. He said that railway freight rates must be advanced, otherwise the railway corporations will not be in a position to expend the millions they place in circulation every year through purchasing rolling stock, needs for terminal facilities, or in new constructions or improvements. This sum, he says, often reaches \$1,000,000,000, but estimating it at the minimum amount of \$600,000,000 it represents about one-fourth the value of the country's manufac-

tures. It means keeping the steel and lumber industries going. Then follows the remarkable part of Mr. Hill's interview:

"Some short-sighted manufacturers are saying: 'This is no time for an increase in rates.' This means in effect that this is no time for them to increase their own business. They don't seem to realize that one-fourth of their business is provided by the railway companies. This \$600,000,000 is lost to the manufacturers and the wage-earners. It is felt by the producers of raw material, the farmers who supply products, the lumberman, the mechanic, the laborer."

This sounds very good, but in view of the fact that it is the manufacturer and the farmer who supply the traffic to the railway, which does not of itself create wealth, it is hard to see where the great benefit to either of these classes comes in. If the railways take \$600,000,000 a year from the manufacturers and farmers in freight rates, and give



H.R.H. The Prince of Wales.

A Royal Visitor to Canada during
the Tercentenary Celebration

it back to them again, it is difficult to see where they profit by the transaction. If the railway were a producer of wealth, a part of which it gave to these two great interests, it would be easily understood; the manufacturer and the farmer would then be getting something they did not have before. If by reason of low freight rates the railways are unable to spend \$600,000,000 annually, the manufacturer and the farmer will have the satisfaction of knowing that the \$600,000,000 is not, as Mr. Hill would have them believe, lost to them, but on the contrary is \$600,000,000 which they have actually saved. Mr. Hill will have to find some better argument to justify an advance in freight rates.

Sidelights on the Cotton Strike.

THE public inquiry now being held by Mr. W. L. Mackenzie King, Deputy Minister of Labor, with regard to the recent trouble between the employees of the cotton mills and their employers is developing some sidelights on the situation that demonstrate once more the evil influence of the outside agitator. According to the evidence so far taken, not all the members of the Federation of Textile Workers were in favor of the strike. On the contrary, many of them, including the President, favored accepting the reduction in wages made necessary by the depression, and which they believed to be reasonable. It is possible that the readjustment would have been arranged in an amicable manner had it not been for the interference of Mr. Wilfred Paquette, former General President of the Federation, but now combining the duties of a clerk in the Police Court of Montreal with that of General Secretary of the Cotton Workers' organization. According to the evidence of some of the witnesses Mr. Paquette was very busy agitating for a strike, and the trouble was largely the outcome of his efforts in that direction. At any rate, there was a break in the federation, so serious that its President resigned, and a new organization was formed amongst those who were unwilling to quit their employment. The investigation now under way is bringing to the surface a lot of facts which go to show that the man most anxious to bring on a strike is the one who is himself so situated that he does not lose anything by it. Labor organizations have many advantages for the workingman, but they are dangerous when they get into the control of some outside demagogue who looms large in the public eye in time of strife, and is lost sight of when peace reigns. Given such a one, with a soft thing on the side, which ensures him a steady income, and there is bound to be trouble on every possible occasion. The evidence taken so far in the present case goes to show once more that workingmen should confine membership in their union strictly to active workers in their line. The man who has to depend for his livelihood on the operation of the factory in which he is employed, is not so likely to court cheap notoriety by making trouble which will cost him his employment. It is always the outside fellow who is ready for a fight.

The Patent Medicine Act.

THERE was some lively talk in the Senate last month when the Patent Medicine Act was up for discussion before that august body. The things said about the patent medicine manufacturers were such as one hates to think the Senate of Canada capable of. That body is supposed to be the dispassionate member of the Canadian Parliament, but the exhibition some of the members made of themselves on that occasion goes a long way to prove the contrary. The patent medicine men were called some pretty hard names. Senator Sullivan, who, by the way, is an M.D., said there were two kinds of patent medicine; one that would do neither harm nor good, and another containing some of the most deadly poisons and most powerful chemical agents known. It was evident, therefore, he said, that there were some patent medicine manufacturers who had very little conscience, and the rest had no conscience at all. Senator Roy drew a comparison between the injury that would be done to the interests of the patent medicine manufacturers and the injury that was done to thieves and murderers when the criminal code was enacted. Senator Scott said that the bill dealt with the greed for gold as opposed to human life. These are merely samples of the dispassionate language of the grave and venerable Senate of Canada in dealing with a public measure of great importance. Assertions of such a character should be backed up by facts and figures to prove them. When Senator Roy declared that thousands of children were killed every year by patent medicines containing drugs, he made an assertion that calls for something more definite in the way of proof. While the manufacture and sale of powerful proprietary medicines may call for regulation, such bold assertions and uncalled-for remarks cannot be justified on that ground. The patent medicine manufacturers as a body are as respectable and conscientious as any other class in the community, and even the Senate has opened its doors to some of them as members.

Sir Wilfrid and the Woollen Men.

SIR WILFRID LAURIER'S reply to the just demands of the Canadian woollen industry for adequate protection is more than discouraging—it is practically a sentence of death. A few weeks ago Sir Wilfrid sent a very similar reply to the request of the pickle manufacturers for protection that would enable them to continue in business, and the result of the sentence he pronounced against them is already apparent in the closing down of the largest pickle plant in Canada. The continued refusal of the Government to give favorable consideration to the needs of the woollen men will end in disaster. Sir Wilfrid evidently feels that the woollen industry is, not being fairly treated under the present tariff, for, having refused their request, the justice of which he cannot deny, he immediately proceeds to excuse the stand he took by pleading: "It is because we are obliged to consider the interests of all classes throughout the country." In another part of

his letter he says Canada is a cold country, and therefore the cost of woollen clothing must be kept down. Sir Wilfrid knows, or ought to know, that the cost of clothing as it reaches the masses is not kept down by his present policy. The duty on clothing prevents that. The clothing manufacturer is the one who gets the benefit—not the consumer, except in the case of the very cheapest shoddies, and they, as pointed out in a preceding paragraph, are a danger to the health of the wearer as well as a fraud. By giving the woollen industry in Canada an adequate amount of protection, the Government would be serving the interests of the farmers who grow the wool, of the thousands of workmen who find employment in the woollen mills, of the various merchants who supply the needs of these

This sentence conveys such an utterly false and misleading idea of the aims of the Canadian Manufacturers' Association that we cannot allow it to go unchallenged. This sort of statement has appeared so often in the public press that it is no wonder the idea has got ground into the general public, that the Association has no other aim or object in being but the single one of increasing the duties on manufactured articles. Such is emphatically not the aim of the Association. It has no desire to obtain any unfair or unreasonable concession. It wants the tariff maintained on a basis that will enable its members to continue in business and pay the high rate of wages demanded by the workmen. It is impossible for the Canadian manufacturers, without a fair measure of protection, to



A scene at the Quebec celebration. In the corner is shown Champlain and his wife as they appeared in the pageants. The large picture shows a part of the parade.

men, and lastly, of the great mass of the common people who have to purchase cheap clothing. The latter are as greatly in need of protection against the shoddy factories of the old country as are the woollen manufacturers themselves.

False and Misleading.

THE despatch from Ottawa appearing in some of the newspapers had the following introduction to Sir Wilfrid Laurier's reply to the demands of the woollen manufacturers:

"The Canadian Manufacturers' Association has been for several years pressing upon the Government demands for more protection on articles which they produce."

compete with the products of the cheap labor of Europe; and such a measure of protection is not any more in the interests of the manufacturers than it is in the interests of the workmen, and of the farmers who supply their needs. To say the Association is forever asking for more protection is not true. It does not, and it has not, asked for more protection where there was already sufficient to make it possible to carry on business under the conditions which exist in this country. In the case of the woollen manufacturers the protection they get under the preferential tariff is notoriously insufficient, and with them it is a question of giving up business altogether or getting the tariff increased to a figure which will enable them to compete with the cobweb cloth of European sweat shops. The Association has studied the situation and knows the

needs of the industry, and it is making an effort to save it from ruin. There is no attempt to obtain any tariff increase which will enable anyone to tax the people for his own profit. It is in the interests of the country as a whole and of all the people that the manufacturing industries should be fostered and developed to the fullest possible extent on a fair and reasonable basis. Beyond that the Association has never asked for anything, and would refuse its support to any industry that asked for more. To say that it is continually demanding more protection is to state that which is not a fact.

A Consumer's Government.

THE Toronto *Daily Star* applauds Sir Wilfrid Laurier for his reply to the woollen men, which it describes as "a refreshing and reassuring piece of reading." It calls the Government a "Consumer's Government," and thinks it is paying it a great compliment. What the *Star's* definition of a consumer's government is we do not know, but ours is "a government which provides its people with the means of supplying their needs." We do not think that the mere cheapening of commodities is all there is to the interests of consumers. A man who has employment can get a lot more of dear goods with his earnings than a man in idleness can get of cheap goods on credit. A government that cheapens goods and at the same time takes away the consumer's means of earning the price of any kind of goods is not, as we view it, a consumer's government. What is the use of making things cheap if, in doing it, you close the factories and turn out the workingmen? There was a time when the tariff did not add to the cost of anything in Canada—then the country was a wilderness. Does the *Star* think it would be a good thing to go back to that time? Close down our factories, where our workingmen earn real money, and you will soon have them reduced to the necessity of bartering for cheap foreign trash as the Red Indians did three hundred years ago. The *Star*, like a good many other Canadian newspapers, treats the manufacturing interests of this country as though they were an injury to it. It forgets that if there were no factories in Canada there would be no Toronto, with its 300,000 population, and no Toronto *Star*, and, more unfortunate still, no consumers; in short, without manufacturing we would not have a country worth any one's trouble to be bothered governing. Newspapers anxious to get votes for their friends overlook these truths, but the workingman who sees his wages reduced or his employment gone altogether, and the farmer whose market is destroyed by such acts in the consumer's interest, will not be favorably impressed, nor very likely to agree with the Toronto *Star's* idea of a consumer's government.

Would Remove Duty.

W. J. BRYAN, the Democratic candidate for the Presidency of the United States, has a plank in his platform of interest to Canadians. If he is elected he

is going to place pulpwood, pulp, and the finished product, paper, on the free list. It is suspected that this plank in his platform is a shrewd bid for the support of the press, which would get all of the benefit from the carrying out of this part of his programme. So far as we are concerned in this country, it would be a good thing for us to have our paper admitted free to the United States, provided, of course, that there is no string to the privilege, such as a guarantee that we will not prevent the export of pulpwood to the mills on the other side of the line by the imposition of an export duty. We are better off without the free admission of our paper than to purchase it at such a price. However, there are very few people who think Mr. Bryan has a chance of being elected, so that there is not much occasion to worry over the terms he might require.

The Lemieux Act.

THE Lemieux Act has been the subject of considerable discussion in the United States press recently, as a result of the report on its operation made by Dr. Victor S. Clark, of the United States Bureau of Labor. The general opinion is that the United States are as well provided by their state boards of mediation and conciliation for the settlement of strikes, but the weakness of their labor legislation lies in the lack of provisions for the prevention of strikes and lockouts. This is the feature of the Lemieux Law which seems to appeal to them, and in theory it looks well enough; but in practice it falls so far short of perfection as to be practically useless in so far as the prevention of strikes is concerned. The penalty it provides is to be exacted in case a strike is declared or a lockout put in force prior to a reference under the Act to a board of conciliation. The weakness of the law lies in the impossibility of collecting any fine that may be imposed on strikers. So far as they are concerned it is a dead letter. Not so with the employer, however, who enforces a lockout in advance of a reference to the board. In his case the fine can be collected, because he, necessarily, has a stake in the country, and is a responsible individual, and the same is true in case of incorporated companies. The labor union is not so easily reached—possibly it has no assets, and sometimes such assets as it has are not in this country at all. The result is that the Act in practice is a one-sided affair, and places the employer under a restraint which does not affect his employees. He has to obey the provisions of the law or suffer its penalties, while the employee can disregard it with impunity. Of course, failure to pay the fine may render the employees who go on strike regardless of the law liable to imprisonment; but when several thousand men go out to talk of putting them in gaol is ridiculous. Besides, the employer does not want his men put in gaol—that brings him neither satisfaction nor profit. He does want, however, to have the same liberty of action as the failure of the law gives his employees, and that he certainly does not have in the operation of the Lemieux Act, which as a preventative of strikes is far from being a success.

D. M. COUGHLIN.

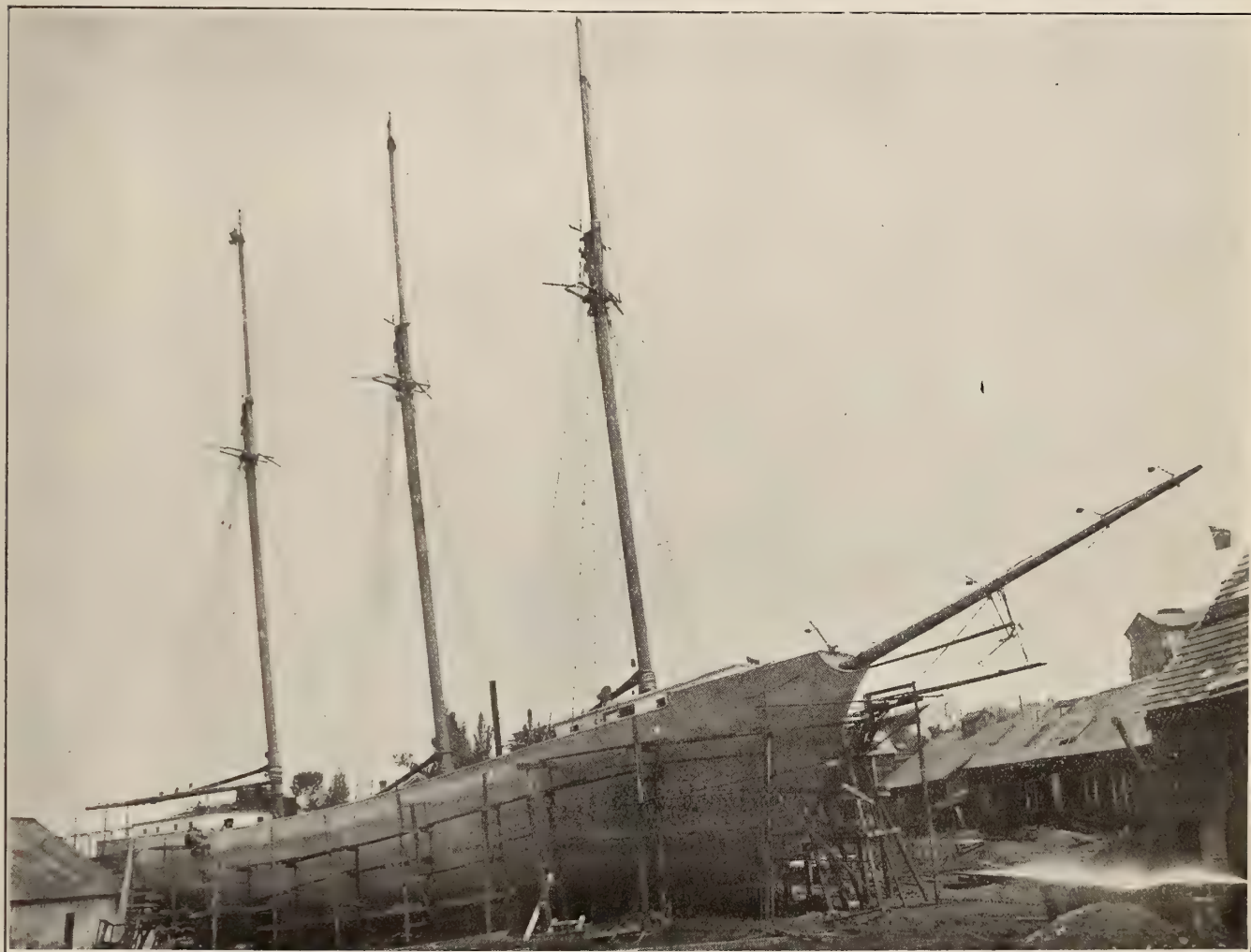
A REVIVAL IN STEEL SHIP-BUILDING

The first steel sailing vessel ever built on the Atlantic coast has just been launched

THE evolution of an industry has been given vivid representation during the past month in the launching at New Glasgow, N.S., of the first steel sailing vessel ever built in the Maritime Provinces. Within the memory of many citizens the ship-yards of Nova Scotia bustled with activity. That was in the day of wooden vessels. The magnificent forests of the Provinces by the sea supplied a raw material such as could not be excelled in all the world. From them were built boats which plied on the seven seas,

Provinces are versatile. Their activities are not confined to one line. Steel had replaced wood in many operations. Nova Scotia proceeded to establish a steel industry, and with coal and iron ore in close proximity, the attempt was crowned with every success. Once again Canada was in a position to enter the field of ship-building.

The launching of the first steel sailing vessel ever built in the Maritime Provinces is therefore of exceptional interest. It not only is interesting in itself as marking the beginning



The steel sailing vessel just launched from the yards of I. Matheson and Co., New Glasgow, N.S.

and the name of Canada was carried wherever traffic by water offered.

The prosperity of the industry faded away, however, before the steel vessels, which gradually began to displace the wooden hulls. Since then a considerable period has elapsed while the Nova Scotians were finding themselves. The old order had changed, giving place to new, but the advantage in raw material which formerly had done much for Canada, now passed to the countries which were most advanced in steel-making.

Such was the condition up to the last few years. (The ship-yards lay idle and the ship-builders scattered to other lands or other occupations. But the people of the Maritime

of an important industry, but even more so as showing the changes incident to manufacturing and the courage and resourcefulness of the men of the Eastern Provinces in accommodating themselves to new and difficult conditions.

The launching was the occasion of much festivity in New Glasgow. The proceedings were honored by the presence of Lieutenant-Governor Fraser and Premier Murray, besides a large representation from the business interests of the Province. The schooner was presented with a flag and a handsome silver service. Great hopes are entertained for a renewal of the old-time activity in the shipyards of Nova Scotia.

The vessel was built by I. Matheson & Co., iron founders, under contract for J. W. Carmichael & Co.

HOW TO INSURE PROMPT DELIVERIES

By J. B. Revoh

Shipments may be traced promptly by a Follow-up Postal Card System especially adaptable for any Concern which does not maintain a regular Traffic Department.

THE tracing of cars is a matter, which, with the business concern of ordinary size, is seldom given the attention it deserves. Large manufacturers, especially those whose output requires the handling of a hundred or more cars a day, usually demand the services of an efficient traffic manager, and in that case the tracing of shipments is given proper attention and brings the results that are intended to be achieved.

The duties of the traffic departments (so called) of many minor and medium-sized companies, however, are usually

preferably of a distinguishing color for easy selection from a correspondence file. This form should be exactly twice the size of a regular government postal card, that is, 5½ inches wide by 6½ inches long. Regular government postal cards should then be printed on the writing side to conform therewith in printing and alignment. Both forms (original file copy and postal duplicate) should be put up in pads of about 20 to 25 to the pad, with a postal underneath every tracer form, padded lightly so that the postal may be detached without effort. When it is desired to trace a shipment, a piece of carbon paper is inserted between the original and the postal duplicate, the top form is inscribed, and by using a hard pencil or stylographic pen, the duplicate or postal to be forwarded is made at the same time. It will be noted, though, that the address is not yet shown.

System for Following Movements of Shipments.

The above will serve every purpose for the mere tracing of cars. Some concerns, however, owing to the fact that most of their products are sold through regular agents in different parts of the country, who necessarily handle most of the correspondence and details pertaining to shipments, require a further elaboration of this system in order that the agent or customer may be advised of delivery, or of the passing points of such shipments en-route. This requirement has been met by the use of a second postal form (see Form II.), which is filled out and mailed as soon as any advice is received from the initial or connecting lines, in reply to the original tracer.

For instance, a car is shipped to the Coast from a plant in Western Pennsylvania. When advice is received from the initial line that the car being traced has been turned over to one of the Western long-haul roads, Form II. is filled out and mailed to the agent or customer; and when the shipper

BROWN STEEL CO.

BROWNVILLE,.....190

We Shipped..... Car.....

Via.....

To.....

Kindly trace vigorously as soon as received by you, keeping us advised of movement and delivery to your connections.

Manager of Sales

Our No. T.....

Sent to

Form I.

handled by a receiving, order, or shipping clerk, and the tracing of cars is done in a haphazard way, if at all, with the results that when necessity does arise for the prompt delivery of a particular shipment, or for advice of its movement, the lack of a regular system causes more or less delay in obtaining proper action by the railroads. When, however, a company has a regular system of tracing cars, using certain blanks therefor with which the initial lines have become familiar, the necessity of prompt handling and accurate advice is usually appreciated by the railroads, each inquiry is given efficient attention, and a routine is established that is helpful to the shipper and carrier alike.

The ordinary request from many business houses to the initial or connecting lines, to trace a shipment, most frequently takes the form of a letter similar to the following:

To Agent, or Commercial Agent:

We shipped (date) car No. (initial and number) consigned to (name of consignee and destination). Please trace and advise us. (Signature.)

It will not be disputed that a request to trace in form as above, addressed to the proper freight or commercial agent, will serve the purpose, providing, of course, that the information given in such a letter is sufficiently complete. But against this method should be reckoned the following disadvantages:

A card system that will serve every purpose as well as effect considerable economy, may be devised as follows:

A form should be prepared as shown in illustration of Form I. This form, showing all the data required, should be printed on thin stock paper, capable of allowing a plain carbon to be made on a duplicate postal card underneath, and

BROWN STEEL CO.

BROWNVILLE,.....190

Car..... No..... Shipped.....

Via.....

To.....

Arrived.....

Passed.....

Manager of Sales

Our No. T.....

Sent to

Form II.

is in turn advised that the car has passed an important junction point, or that the contents have been transferred into another car (as is often customary on long hauls) he incorporates such advice on this card, and thus is able to keep the customer or agent constantly in touch with the movement of any certain shipment until same has arrived at destination.

Form No. I. may be printed on dark green and Form No. II. on dark blue. As carbon copies of letters are usually yellow, and office copies of telegrams of still another color, when the correspondence file of a certain customer is before one, it is an easy matter to pick out, by colors, the particular documents required.

Should it be desired, as sometimes happens, to advise two or more of the roads over which a shipment is to travel, of the forwarding of such shipment, a postal of Form I. may be sent to each of the roads in question, a carbon being kept of each.

Tracers are Filed According to Destination of Cars.

For filing the copies of these tracers, a number of large

tracer very quickly, even though the car number is not given. On each request for a tracer there is also placed the order number against which each particular shipment applies.

This number is prefixed by the initial "T" to indicate "Tracer" number, and when reference is made to such a number by the railroads in their replies to postal tracers, one is able to get full data by referring to the original order of the customer on which such shipment applied, or, as mentioned above, it is possible to refer to the proper envelope for the original copy of the tracer.

Where the number of cars traced would not justify the installation of a special file to keep these forms, they may, with as much convenience, be placed in the regular correspondence files, where they may be located readily by the



The above cut shows the tunnel under the Toronto Bay, in course of construction. The tunnel was built by Haney and Miller, Toronto.

correspondence folders are used, marked respectively: Coast, Northwest, Southwest, Central, North, Canada, East, etc., etc., and such copies are filed under the destination of the car; that is a car for John Brown & Co., San Francisco, Cal., would go in "Coast" envelope, and one for P. Valentine & Sons, New Orleans, La., would be filed in "South" envelope. This method of temporary filing may be further elaborated, if necessary, by making an envelope for every State, or for certain groups of States, or they may be filed alphabetically according to the names of consignees, but it is found preferable to file under destinations as explained, as reference is customarily made by the railroads to the destination of the cars, and one is thus able to find the copy of the original

distinguishing color of the file copy. However, as mentioned previously, it is found more convenient to keep them in separate folders geographically indexed, until the cars have been finally delivered to the consignee, when all copies of tracers that have accumulated while the shipment was en-route, are then passed to the regular files, the same as other correspondence.

This system has been used by a Pennsylvania concern for some time, and so far, has been found to serve the purpose exceedingly well, and—basing an opinion on the time saved as well as the economy effected—it is felt that this system, or one modelled after it to suit particular uses, ought to prove valuable to all concerns whose shipments do not justify the installation of a regular traffic department.—System.

TRADE WITH JAPAN

Mr. MacLean, Canada's Trade Commissioner to Japan, believes that we are not getting our share of the business that is offering. He suggests some reasons why.

AN industrial country cannot be satisfied with its home trade alone; it must seek abroad for outlets for its surplus products. Canada is in that position now. We are compelled to buy from foreign nations many goods which we cannot produce here. The value of the raw materials, such as cotton, sugar, etc., and the natural products, such as tea, which we import annually amount to a very high figure. These have to be paid for. But how? By the goods which we produce here and sell abroad. Hence that we may have the money or the credit whereby we may buy these goods, we must go to the world's markets and sell our goods.

Of these markets none looks more promising than that of Japan. The population is large and progressive. It is adopting Western customs and is calling for Western products. Yet Canada is not getting an adequate share of the business. We have hitherto failed to avail ourselves of the opportunities which lie before us. The reasons for our failure are many; lack of organized effort, a refusal to meet the wishes of the buyers in regard to payment, an ignorance of the requirements, insufficient transportation facilities. Whatever the causes may be, the results are undoubted.

An exhaustive report on the situation has been made recently to the Government of Canada by the Canadian Trade Commissioner, Mr. Alex. MacLean. The report appears in full in the weekly publication of the Department of Trade and Commerce, issued on June 1. Of this only a short *resumé* will be given here, to indicate wherein lies the weakness of our efforts heretofore. Mr. MacLean points out that his report is based on information received from a very considerable number of the most prominent importers and exporters in Canada and Japan.

Representation.

The case of mechanics' tools is typical of one class of trouble. A Canadian company manufactures them and wants to sell them in Japan. It has not succeeded in doing so. The reason given by the Commissioner is that "the Canadian manufacturer is not represented here, while the manufacturer of the United States and of Great Britain and Germany, and the world, is represented by long-established agencies." These agencies have business connections throughout the whole country. It is not to be expected that the ordinary manufacturer will set up an agency of his own. Few could afford that. But there are many reputable importing houses in Japan, and it is possible to interest one of these if the goods to be sold are suitable for the market. To quote from Mr. MacLean:

"I see no reason why any Canadian manufacturer for export should not interest an agency on the part of one of the many importing houses well-established here. He will not do it, however, by adhering to the too frequent and tiresome formula of 'letter-of-credit with order,' or 'sight draft against documents,' or some other of the various polite alternatives for the more common c.o.d. He will have to do it by interesting some responsible house in his goods, because of their quality and suitability for this market. He must make it worth the importer's while to be interested; by which I mean that he must bear a part of the cost of making a market by advertising and by offering otherwise such terms as a responsible mercantile house is accustomed to receive. The manufacturer who will not extend his efforts somewhat after the manner

here indicated is not yet ready to enter the world competition that is offered here, or it may be he is too well-to-do at home to wrestle with the ordinary conditions attaching to trade abroad."

Paper.

Regarding probable business in paper, for which Japan offers a large market, it is pointed out that the demand is for a much lighter paper than Canadian manufacturers make. The ordinary grade used in the native press is of low quality, and Canadians have not shown a desire to compete for this with the Scandinavian paper makers, who provide the cheapest qualities.

Bacon.

A peculiar condition is revealed in the case of bacon. According to the Commercial Agent, Canadian bacon is very satisfactory, being superior in quality to both the English and United States article. However, it has been shown that standard brands can be bought through London at from one to two and a half cents a pound less than from Canada direct.

Heavy Machinery.

Among machinery builders there appears to be an indisposition to go after Japanese business seriously. The complaint is made that catalogues are sent without price lists, and no particulars are given as to discounts or the other matters of detail, without a knowledge of which a buyer cannot make his calculations. The lack of direct water transportation, such as New York enjoys, is set forth as a reason for the inability of manufacturers in Eastern Canada to compete with manufacturers across the line. But other lines are similarly handicapped, yet have succeeded in getting a firm foothold in Japan.

Won't Answer Letters.

There is an ever-recurring criticism heard that Canadian manufacturers do not answer letters promptly. It is true that frequently the firm written to has no interest in the subject of the letter and may not be open to do an export trade. Yet in the interest of Canadian manufacturers in general it should be an invariable rule to answer correspondence. The failure to do so is certainly adversely affecting our position abroad.

THE PRIZE LIST.

The prize list for the Canadian National Exhibition has been issued, and contains much that is of interest to producers of all kinds. Over \$50,000 will be given this year in premiums and prizes. The Toronto Exhibition is so thoroughly well known in all parts, not only of Canada, but of the continent, that nothing needs to be said of this great annual exposition. Each year provides new surprises in the way of additional buildings and greater attractions. Applications for space should be made at once to the Manager, City Hall, Toronto. The date of the Exhibition this year is from August 29th to September 14th.

Hereafter the bounty of one-half cent per imperial gallon on crude petroleum from Canadian wells, authorized by the Act of 1904, shall apply to crude petroleum produced from shales or other substances mined in Canada.

THE MEXICAN MARKET.

THE plan of securing a representative resident in the foreign market to handle the goods of a number of firms has been one of the most successful in the foreign trade, and is, I believe, coming to be more generally followed, but in the event of any of our exporters following the course I would most strongly recommend that the person so employed be a British subject, writes the British Consul at Vera Cruz, Mexico. A British subject will push the goods of British manufacturers better than a foreigner will in almost every case, at any rate in Mexico. Obtain the services of the right man and there is lots of trade to be done with Mexico.

appears to have limited himself to the distribution through the post office of a certain amount of printed matter, unfortunately more often than not in English instead of Spanish.

I am of opinion that a good commercial traveller handling pickles, sauces, confectionery, biscuits, wines and spirits, especially port wine and English gin, would find this consular district quite worth a visit. I do not imply that great success would be attained by taking in Vera Cruz only, but there are other towns of importance to the number of 10 or 12, which in the aggregate should give a satisfactory return, in addition to which the rest of the Republic would doubtless prove to be as good a field as the consular district of Vera Cruz.



This illustration shows a section of the completed tunnel. Its size may be judged by comparing its height with that of the men working in it. The whole tunnel was finished a few days ago. Through it will pass all Toronto's water supply.

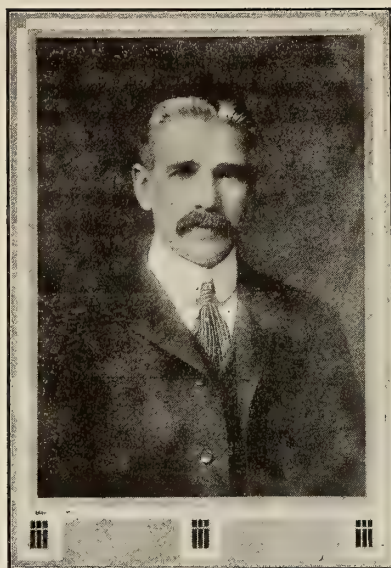
Good Field in Groceries and Confectionery.

Formerly at almost any of the better class of grocers you would find high-class groceries and preserves from the best London makers; now they have been almost entirely superseded by foreign competitors, mostly American. Inquiry into this shows that the American salesman has been actively canvassing this territory. He brings with him a case of miniature samples that give the purchaser a good idea of the appearance of such wares as are put up in glass and fancy boxes or other packages, and he is also supplied with good catalogues, depicting in colors many of the principal articles likely to be called for. The British manufacturer does not seem to have made any such effort to hold this trade, and

A constant growth in the commercial activity in this consular district was displayed during the year 1907, and it is gratifying to note that the United Kingdom and the Empire generally participated in this progress. The chief imports from the United Kingdom were caustic soda, pig iron, machinery, galvanized roofing and textiles; France also furnished a certain quantity of the qualities of these latter.

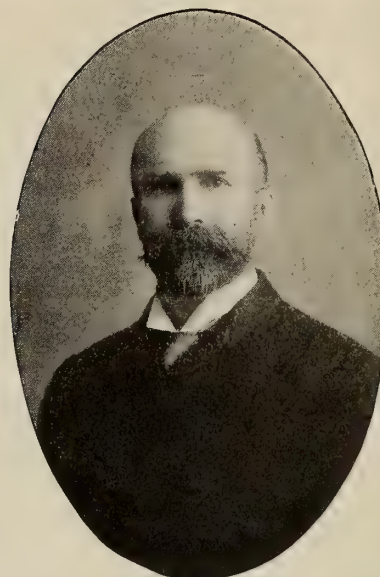
From India raw jute and jute sacks arrived in increasing quantities, notwithstanding the active competition for the trade in the finished article displayed by the local mills.

Canadian trade also showed a healthy increase, the principal articles of export to Mexico consisting of railway sleepers, timber in general and foodstuffs.—British Consul's Report.



Mr. D. W. Robb,

Who is a member of the commission to investigate industrial conditions in Nova Scotia.



Dr. J. O. Orr,

The man who has made the Canadian National Exhibition what it is.

MEN OF THE MONTH

CANADA'S GUESTS FROM ABROAD.

WE have simply revelled in men of distinction this month. All the four winds that blow have brought in their distinguished freight, to lend honor and dignity to the magnificent spectacles that Old Quebec had prepared for their delight and her own glory. Had we not such a picturesque city as Quebec, founded under such noble auspices, and striven for by such illustrious nations, we would have felt appalled at our own newness. But the old city that stands on the rocky heights that overlook the St. Lawrence seems a link to join the old regime with the new, the aristocracy of Europe with the democracy of America.

Chief among the nation's guests was the Prince of Wales. He, by his presence, completed the historical sequence of events, which began in the pageants showing the court of Henry IV. His easy grace and kindly tact show that he has inherited those qualities of King Edward that have so endeared him to his subjects.

ABOUT INDUSTRIAL CONDITIONS.

Nova Scotia has decided that conditions surrounding industrial life should be investigated. It is the day of Commissions, and Nova Scotia is not to be criticized if she has come to the conclusion that a Province of her size should have one, too. It is not so sure that the problem to be investigated was the best possible one. In fact, in regions where industries are much more firmly established than in Nova Scotia there has been somewhat of a reaction in favor of a "let it alone," or non-interference policy.

However, if the other Commissioners are of the type of Mr. D. W. Robb, nothing but good can come of the investigation. Mr. Robb has won the highest commendation in his personal affairs—he has been successful. The Robb Engineer-

ing Co., of which he is manager, is a signal example of what Canadian industry is capable. Having built up a business on the Atlantic coast which has extended its sphere so as to take in all Canada, the company has carried the war into Africa by establishing a Branch in the United States. His long experience should prove of inestimable value in the investigation which is now under way.

THE MAKER OF THE TORONTO EXHIBITION.

The approach of Toronto's annual Fair brings into the limelight the man who above all others has made the Toronto Fair what it now is, a Canadian National Exhibition. Dr. Orr seems to be a compound of all the qualities which are necessary to make such an institution successful. With an annual fair, more than with anything else, success breeds success. So the Exhibition must be successful; it must introduce new ideas, have new buildings, and be of varied interest, so as to send the people away each year with the conviction that the show was better than ever before. It is in his ability to keep up the interest that Dr. Orr excels. Each year the Exhibition renews its youth. This year we are assured that it will provide better instruction and entertainment to more people than ever before.

VISIT OF MR. MORGAN.

Mr. Ben. H. Morgan, representing the Manufacturers' Association of Great Britain, who has just recently completed an extensive tour of Australia and New Zealand, has been in Canada for some days. It is understood that he is making observations on the Canadian field for exports in the interest of the Association which he represents.

New Locomotive Shops

THE locomotive shops of the Grand Trunk Railway at Stratford are undergoing extensive improvements. Last summer the large building which appears to the left of the illustration, was erected as a tender shop. This, however, was but a beginning. In the autumn operations began on the main building, which is shown herewith, and since then great progress has been made, without, however, interfering with the regular work of the plant.

To permit of the new building being erected, the old boiler shops was pulled down. The work which had formerly been carried on in this building was transferred to the new tender shop, where, by means of economy of space and time, the two departments were kept going. Meanwhile construction went on all through the winter, till now the main building is almost completed.

The foundations were provided for by driving cement piers into the earth. The thud of the pile drivers as they pounded away on the cylinders became a familiar sound. After this work was completed the erection of the steel work

full capacity the old shops employed six hundred men. When the new buildings are completed they will call for one thousand mechanics to man them.

OUR NEW ZEALAND LETTER.

WELLINGTON, June 20th, 1908.

Auckland, the Queen City of New Zealand, has experienced a second "tram" strike, or, as it would be called in Canada, a "car" strike. The cause of the strike was, as usual, of a very trivial nature. The Tramway Company considered it necessary to discharge one of the employees, and in order to get rid of him at once gave him one week's wages instead of notice. This naturally was a desirable incident for the professional labor agitator to show his mettle. The usual meetings were held and the usual resolutions were carried, and the outcome of it all was that the Secretary of the Tramway Employees' Union demanded from the management an explanation why Herdson, the conductor, had been discharged, failing this, reinstatement of Herdson or the men would go on strike.



View of old Locomotive Shops, torn down to make way for extensive new buildings.

was proceeded with. The structural steel was supplied by the Canadian Bridge Co.

The buildings are of cement construction. The cement work is now practically completed on the one building, although the timbers have not yet been removed.

To the extreme right of the second illustration will be seen the structural steel work rising up in a continuation of the main building. The work being carried on there is of particular interest, although the picture does not show it. The old building has been left standing and the regular work is proceeding in the ordinary way. It is being gradually enclosed, however, by the big girders of the new building which is to take its place. Since the new building will be considerably larger than the old one, it is possible to have this construction work proceed on both sides of the old building without interfering with its occupancy. When the new building is ready to receive the main roof trusses, the old one will be pulled down in installments.

During all the time that building operations have been under way, there has been no interference with work, to such an extent as to affect the output of the shops. The work has been maintained at the normal. When working to their

The management declined to comply with the men's wishes, and so it happened that, on the 28th of May, Mr. Rosser, Secretary of the Tramway Employees and many other Unions, armed with a red flag, went to the third floor of a building overlooking Queen Street, the main artery of the city.

When the clock struck noon, and no message of submission had been received from the management, the red flag was unfurled and waved from one of the windows to signal to the men that the strike was declared.

The Manager of the Tramway Company and Mr. Rosser, the spokesman of the men, assisted by the Mayor and other well-meaning citizens, came to some understanding, and the outcome was the appointment of a special arbitration court consisting of five members, two to be appointed by the Tram Company, two by the men, and the fifth by these four members jointly, and if they disagreed, by the Government. As soon as these preliminaries were settled Mr. Arthur Rosser agreed to start the service again, very much to the relief of the inhabitants of the fair city. Up to the time of writing nothing has been done, and everyone is rather interested what further developments will take place.

COSMOPOLITAN.

FOREIGN TRADE NOTES

TWO SIGNIFICANT FACTS.

The importation of woollen goods into Canada from the United Kingdom increased from \$10,000,000 in 1900 to \$21,000,000 in 1905. Coincidentally the number of Canadian woollen mills declined from 157 to 103. It is not often that cause and effect can be brought together so sharply.

PREMIER'S IDEA REGARDING RECIPROCITY.

On June 5, I interviewed the Prime Minister of Australia, Hon. Alfred Deakin, with reference to the proposals submitted on behalf of the Canadian Government in regard to a reciprocal trade agreement between Canada and Australia, writes the Canadian Commercial Agent in Australia. The Prime Minister stated that, as the general and British preferential tariff had only been finally dealt with on May

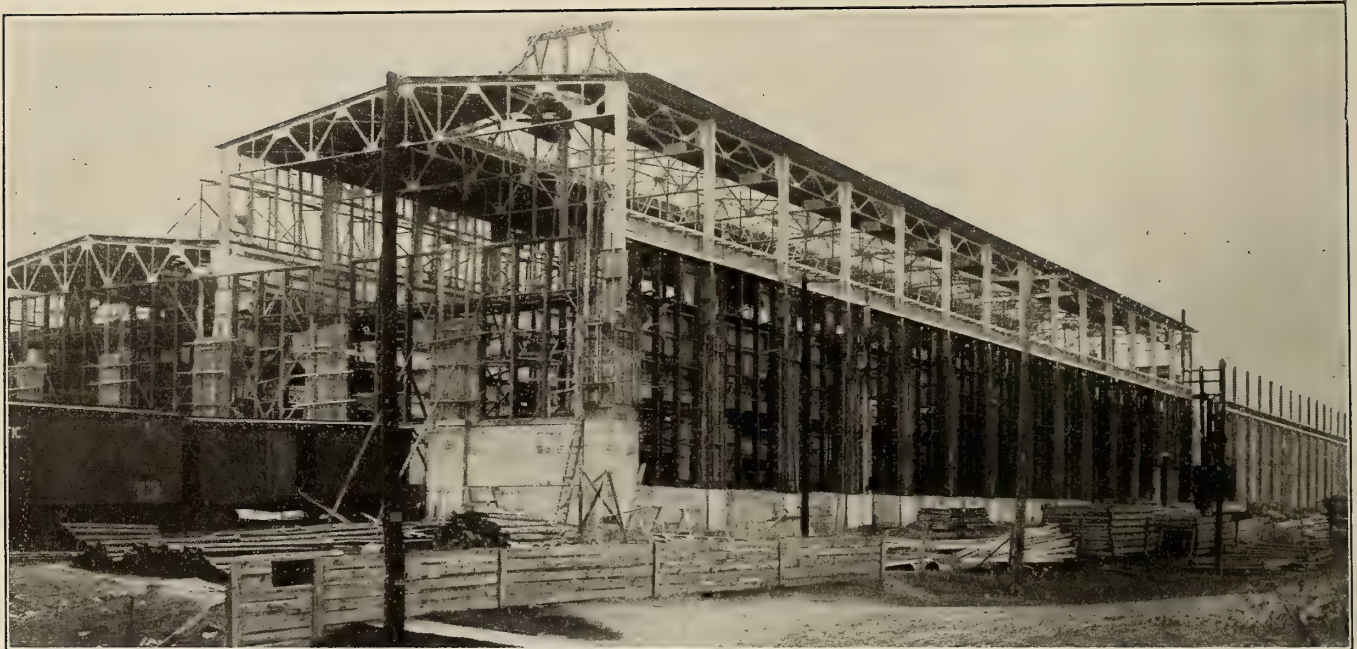
19s. to 11. 7s. per pair, but this figure is beyond what the majority are able to pay. Spain furnishes for this market a class of boots and shoes of good workmanship, which sell retail at from 12s. to 15s. per pair.

There is a good opening, especially in the port of Vera Cruz, for the sale of white canvas boots and shoes for both sexes. To foster this trade, these should be well made and priced at a medium figure.

A FIELD FOR CANADIAN CONDENSED MILK.

The importation of condensed milk in Japan is increasing enormously, according to the Canadian Trade Commissioner in that country. In 1901 the value of this product imported into Japan amounted to 641,000 yen, about \$320,000, while last year the importation reached 2,062,000 yen, about \$1,031,000. These figures show an increase of more than three times in value within seven years.

In respect to the countries from whence condensed milk is imported, the United States stands first on the list, 58 per cent. being the share of that country in this importation into Japan.



New Locomotive Shops, G.T.R., Stratford, in course of erection.

29, his Government had been unable to consider proposals. He again expressed his personal sympathy towards the improvement of trade relations with Canada and intimated that, during the parliamentary recess, the question would be carefully gone into, with a view to taking up the matter later on this year. Parliament was prorogued on the 5th instant, and the next session will likely commence early in October.

On June 9, the Prime Minister of Australia cabled to the Prime Minister of Canada as follows:—

"General tariff passed as session closed, hence subsidiary proposals for reciprocal preference to Canada, New Zealand and Papua (British New Guinea), which depended upon its passing, not ripe for submission. These probably tabled with iron bounty later this year."

CENTRAL AMERICAN TRADE.

Boots form one of the many lines of the retailer's stock in trade in Mexico, and goods of French and American manufacture displayed side by side individually win or lose a buyer as his fancy may dictate. American-made shoes sell at from

Next on the list comes Great Britain with 25 per cent., followed by Switzerland with 13 per cent.

The importation from Canada is very small, being only to the value of 600 yen in 1906, which increased to 3,000 yen, about \$1,500, last year; but no Canadian brand is widely known here. This may be the means of directing the attention of possible importers of condensed milk from Canada upon the advisability of adopting a "brand," or name, which should be duly registered as a trade mark in Japan, and then properly advertised.

About Trucks and Express Wagons.

An interesting booklet has been issued by Wm. and J. G. Greey, Toronto, illustrating the range of trucks, express wagons, wheels, axles, scoops, etc., made by that company. These are accessories which are used more or less in every factory. The catalogue is fully illustrated and the matter well arranged. A request will bring a copy by return mail, and users of these goods will be well repaid by having a standard catalogue before them.

THE GROWTH OF A TOWN

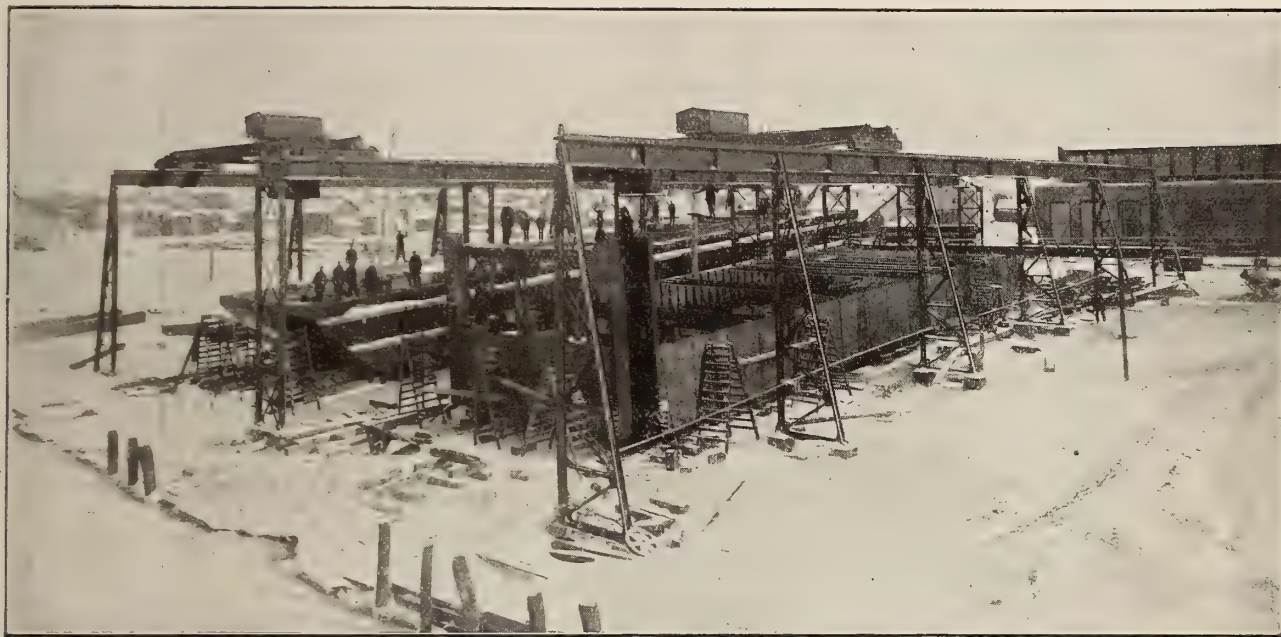
How Welland has increased in manufactures and population. The advantages of good railway location, cheap power, and a progressive civic spirit.

THE reasons which make one town a thriving centre of business life and leave another untouched by the wave of industrialism are diverse and numerous. Not location alone, for many cases can be pointed out where towns situated together have exemplified opposite tendencies of growth; not transportation facilities alone, for these have sometimes come as a later requirement of the new development. But these have had each its influence, and when joined with or animated by a vigorous, progressive civic spirit are bound sooner or later to result in carrying a town forward to a condition of prosperity.

Welland is an example of a town which for many years pursued the even tenor of its way, unmindful of the strenuous

Ontario within striking distance. The Grand Trunk and Michigan Central Railways intersect there, and with these are secured connections with all parts of Canada and the United States border. Upper and lower lake connections are made by the Welland Canal. Thus with rural railways and water competition the transportation problem becomes as favorable as possible.

Then there is the question of power. Here again Welland enjoys exceptional advantages. Not only is it at the very fountain-head of that greatest water power in the world, Niagara Falls, being distant only a very few miles from the power development plants, and within close range of the Decew Falls, but it is in the very midst of the natural gas



Shipyard of M. Beatty & Sons, Welland, Ont.

bustle of the world about it. Its citizens grew up in the placid calm begotten of a satisfaction with existing circumstances. Nature was kindly to the town, and when the hand of man somewhat improved on nature by building a canal through its midst, the cup of satisfaction would appear to have been filled to the brim.

The Increase of Manufactures.

But Welland found itself, and in a few short years has changed to a vigorous manufacturing town, growing in population at a phenomenal rate, and increasing in wealth. This growth was not accidental. It came as a result primarily of an appreciation on the part of the citizens of the natural advantages which the town enjoyed. These were impressed on the outside world by an active Council and Board of Trade, and the result is seen in the tall chimneys which now dot the landscape.

A Favorable Position Geographically.

A glance at the map will show how favorably Welland is situated in the centre of a rich country and with all Western

area, so that gas is supplied for all purposes, from lighting to heating, for twenty-five cents a thousand feet. It is not necessary to expatiate on the importance of this point. There has been so much discussion during the past few months on the question of power that no one is in doubt as to the necessity of a cheap source of supply. Whatever be the merits of the discussion regarding the best methods of distributing electricity, there can be no question that Welland is in a fair way to get the best that is going. As a proof it is pointed out that Welland has the first electric smelter to operate in Canada.

Some Progressive Plants.

But after all the best criterion of a town's success is the factories which have grown up or have been transplanted within its borders. Welland has become a busy workshop. It is essentially a manufacturing town. Its advantages are such as to mark it out peculiarly for industrial pre-eminence. Among the old companies which have expanded during the present progressive movement are M. Beatty & Sons, who have within the past year gone into a new set of concrete build-

ings, modern in every respect, views of which are given herewith. This is an industry which has shown a steady, healthy development and has won an enviable name for itself by its consistently reliable work.

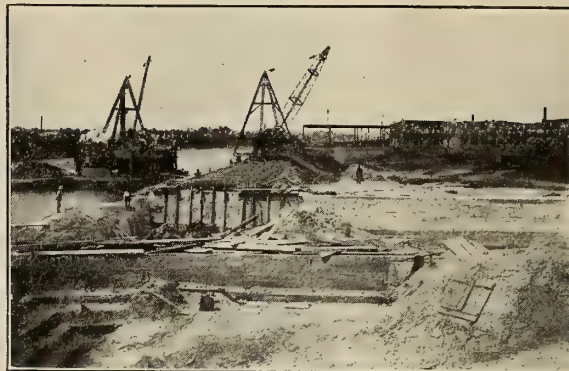
The Plymouth Cordage Company have an exceptionally fine plant, complete in every particular. In the centre of an extensive tract of land are located the factory and office buildings. For the convenience of work people a reading room and lunch room have been provided, and it is intended to increase these features from time to time. The company have built houses in the vicinity of the factory, which are rented on reasonable terms to the officers and employees.

The Canadian Billings and Spencer Limited manufacture drop forgings and are a particularly valuable adjunct to the town on account of the high-class labor employed.

The Canada Forge Company also have a fine plant, employing a class of men who add materially to the prosperity of the town.

Quality Beds Limited, makers of brass beds, are the successors to the Canadian Barcalo Co., the Canadian branch of a prominent United States firm. Under the present management business has increased greatly and the industry is now

to the prosperity of the town in the amount of their output and in the staff of skilled mechanics employed.



View of Welland Canal.

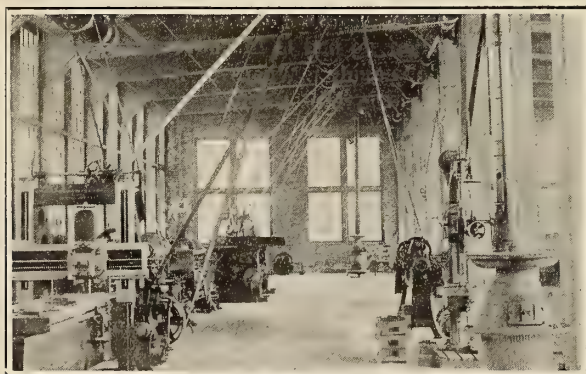
In addition to these there are the Supreme Heating Co., Somerville and Reeb, Goodwillie and Son, and within a year the Bemis Bag Co. will have its big plant built. From this



Plant of Canada Forge Co., Welland.

one of the most prosperous businesses in the town. The output has tripled in two years.

Electro-Metals, Limited, as has been pointed out before, are the first company to apply electric smelting commercially to the refining of ore.



A corner of the plant of the Canadian Billings & Spencer, Ltd.

The Ontario Iron and Steel Co. and the Page-Hersey Iron Tube and Pipe Co. are well-equipped plants, which add greatly

list it will be seen that manufacturers fully recognize the advantages of this progressive town.

A TREE-PLANTING MOVEMENT.

Reforestation has been taken up actively by the Government of Ontario. The general idea upon which it is intended to work is to establish farm forest nurseries throughout the Province, in districts which are not suitable for agriculture. These nurseries will be used as the base for a general reforestation of the surrounding country. The Government will start with a hundred-acre nursery, and as the saplings reach the right size they will be transplanted throughout the area which has been passed over as useless for farm purposes. In the culture of the trees students from the Department of Forestry of the University of Toronto will be engaged.

ELECTRICAL APPARATUS FOR COOKING.

The Canadian General Electric Co. have perfected a number of appliances for cooking, among others a percolator for making coffee. Their descriptive literature on this and other kitchen utensils is valuable and interesting, and is well worthy of perusal. It will be sent on request.

A MATERIAL REDUCTION IN RATES

The Interswitching Decision Helps Manufacturers.

IN our July issue we announced the issuance of an order by the Board of Railway Commissioners, providing for a material reduction in the charges for switching. So important was the ruling that we reproduce the order, in order that the full purport of it may be understood.

For the interpretation, application, and operation of this Order:

1. (a) "Interswitching" shall not include the service incidental to the transfer and continuous carriage of through or interline traffic between points outside of and beyond the terminal limits hereinafter prescribed. (b) "Contracting Carrier" shall, where it is necessary, between the points of shipment and delivery, to use the line or lines of another carrier or other carriers than the carrier performing the interswitching service, include such other carrier or carriers.

2. It shall be lawful for the contracting parties to absorb the toll charged for the interswitching of competitive traffic.

3. Upon traffic destined to consignees located upon, or reasonably convenient to, the tracks of the contracting carrier, or to consignees who have customarily accepted the contracting carrier's delivery, or which may be so consigned as not to indicate clearly the delivery required, and which subsequent to shipment is ordered by the shipper, the consignee, or the agent of either, for interswitch delivery involving an additional service by another carrier, and which is so interswitched, the contracting carrier may charge and collect, in addition to its freight charges (including back charges, if any), the interswitching toll of the carrier which performs such service, which toll shall not be more than twenty (20) cents per ton for any distance not exceeding four (4) miles, nor more than three dollars (\$3.00) as the minimum, and eight dollars (\$8.00) as the maximum per car load.

4. Upon traffic destined to consignees located upon or reasonably convenient to tracks other than those of the contracting carrier, or to consignees who have customarily required such other carriers' delivery, the contracting carrier may for the interswitching service rendered necessary for such delivery charge and collect an additional toll of not more than ten (10) cents per ton for any distance not exceeding four (4) miles, not more than one dollar and a half (\$1.50) as the minimum, and four dollars (\$4.00) as the maximum, per car load; and the interswitching toll of the carrier which performs such service shall not be more than twenty (20) cents per ton, nor more than three dollars (\$3.00) as the minimum, and eight dollars (\$8.00) as the maximum, per car load—provided that the contracting carrier shall not thereby be required to reduce its revenue below eight dollars (\$8.00) per car load.

5. Distance shall be computed to or from the nearest point of interchange.

6. The foregoing tolls shall include the empty movement of the car to or from the point at which it was received by the interswitching carrier.

7. Traffic consigned "to order" shall be subject to the provisions of paragraphs three (3) and four (4) of this order as the same may apply.

8. Traffic interswitched at the point of shipment shall be subject to clause four (4) of this order, in so far as the same may be applicable.

9. The class and commodity tariffs of all railway companies subject to the provisions of the Railway Act shall show clearly and explicitly at what points and under what circumstances interswitching services will be performed, and at whose expense.

10. The tolls herein provided for interswitching service shall not interfere with or supersede any lawfully published freight rates for ordinary freight service from station to station.

11. All and every arrangement or device, such as free or assisted cartage, cartage allowances, or the like, intended to equalize the facilities of competing companies at common points, except such as are lawfully published in the freight tariffs of the Companies, are hereby prohibited.

The Interpretation of Clauses.

The order is one of the most important yet made in the interests of the shipping public. It establishes some fixed basis for interswitching services, and applies generally throughout the Dominion. To elucidate its meaning it might be noted that:

Clause 1 deals with the interpretation, application, and operation of the order.

Clause 2 permits the continuance of the present practice, which is that the contracting carrier pays or absorbs the toll for the interswitching of competitive traffic.

Clause 3 deals with traffic consigned to a traffic centre, without any other destination being shown, or so as not to indicate clearly the delivery required, and which is afterwards ordered for interswitch delivery involving an additional service for another carrier. Under such circumstances the contracting carrier, that is, the road that carried the traffic to the centre, may charge and collect in addition to its freight charges (including back charges, if any) an additional toll to be paid to the carrier which performs the interswitching service not to exceed twenty (20c.) cents per ton for any distance not exceeding four (4) miles, nor more than three (\$3.00) dollars as the minimum, and eight (\$8.00) as the maximum per car load.

As an illustration, the contracting carrier may be considered as having fulfilled its contract when it delivers traffic, say, billed to Montreal, Toronto, or Winnipeg (with no other destination shown) at its usual place of delivery. If the shipper, consignee, or the agent of either, afterwards wants the consignment delivered at some other point, involving a service by another Company, the above will be the maximum toll for the service.

Clause 4 deals with traffic originating at non-competitive points, that is, where there is only one line of railway destined to consignees located upon or reasonably convenient to tracks other than those of the contracting carrier, or to consignees who have customarily required such other carriers' delivery—the contracting carrier will pay for the interswitching service rendered necessary, and may charge and collect an additional toll of not more than ten cents per ton for any distance not exceeding four (4) miles—nor more than one dollar and a half (\$1.50) as the minimum and four (\$4.00) dollars as the maximum per car load. The total amount to be allowed the carrier which performs the interswitching service shall not exceed twenty (20c.) cents per ton, nor more than three (\$3.00) dollars as the minimum and eight (\$8.00) dollars as the maximum per car load—provided it does not reduce the contracting carrier's revenue below eight (\$8.00) dollars per car load.

At the present time the toll charged the shipper or consignee for this service is twenty cents (20c) per ton, with a minimum from three (\$3.00) to ten (\$10.00) dollars per car load, varying some as to localities.

Distance shall be computed to or from the nearest point of interchange.

Shippers should inform themselves in regard to this in order that the maximum toll fixed is not exceeded.

The foregoing tolls shall include the empty movement of the car to or from the point at which it was received by the interswitching carrier.

Traffic consigned "to order" shall be subject to the provisions of clauses three (3) and four (4), as the same may apply.

Traffic interswitched at the point of shipment shall be subject to clause four (4) of this order in so far as the same may be applicable.

The railways are required to show clearly and explicitly in all class and commodity tariffs at what points and under what circumstances interswitching services will be performed and at whose expense.

The requirements of the order must be complied with not later than September 1st, 1908.

SOME INNER HISTORY.

MR. W. L. MACKENZIE KING, Deputy Minister of Labor, who has been appointed by the Government a commissioner to look into the difficulties between the cotton manufacturers and their employees, opened his investigation at Montreal on July 15th.

Mr. Wilfrid Paquette, chief organizer of the textile workers, as well as an employee of the Montreal police court, was the principal witness. Paquette helped to organize the Canadian Federation of Textile Workers in 1906, and became its president. This union was composed of the textile workers of Montreal, Valleyfield, Montmorency, Magog, and the woollen workers of Paris, Ont. Another union called L'Union Amicale was also started, which, according to Paquette, was backed by the companies. When the Canadian Federation was organized, an entrance fee of 50 cents was charged, and payments of 5 cents per week were made by the members. The Federation succeeded in 1906 in obtaining a 10 per cent. increase of wages at the Hochelaga mill of the Dominion Textile Company, and an 8 per cent. increase at the Magog mill.

Paquette said he never received any salary from the Federation, but only \$50 per month for five months, to cover expenses. With this he was \$170 out of pocket. Paquette admitted, however, that he received \$5 for each of the fourteen local unions organized in 1906.

Wages Advanced in Prosperous Times

The witness went fully into the circumstances under which the strike was declared last spring, following a general reduction in wages of 10 per cent. He admitted that during the two past years increases in wages had been given, in the case of the Dominion Textile Company amounting to 25 per cent., and in that of the Montreal Cotton Company to 15 to 25 per cent. Paquette thought that when the 10 per cent. reduction in wages was made on the ground of hard times, the shareholders and managers should also consent to a reduction in their compensation. He could not gainsay the fact, however, that the salaries of the managers and the dividends of shareholders did not increase 25 per cent. when the wage scale was being increased.

Amid considerable amusement, Paquette announced that he did not believe that there was, or had been, any business depression during this or last year. According to him, prices for manufactured goods were the same, and profits just as real.

In March, 1908, the workers of the Hochelaga mill went out on strike because the Dominion Textile Company would not discharge an unpopular foreman. The company declined to discharge the man because no specific charges were laid against him. Paquette said that investigations were never any good because some of the employees were afraid to testify.

Questioned regarding the tariff, Paquette thought that the cotton companies had enough protection on coarse goods, but not enough on fine goods.

Internal Dissentions.

A good deal of Paquette's evidence was in regard to the dissensions in the union and the trouble between Messrs. Ouellette and Gignac, each of whom claimed to be president. Paquette was annoyed because he did not receive compensation, while Gignac received \$200 for being president, and \$15 a week for expenses.

Antoine Gignac was the next witness. Although deposed during the strike, he still claimed the presidency of the Federation of Textile Workers. At the time of the strike Gignac issued a circular in which he said that he believed the companies were really anxious to improve the condition of their employees, but unless given more protection they could not do so.

Gignac claimed to be opposed to strikes, but Paquette worked for them "for all he was worth," defying rules and causing trouble wherever he went. At Montmorency Falls, Paquette advocated a strike, but the meeting was so unfavorable that he had to leave suddenly by the window. At Magog he could not do so because the hall was on the second storey.

Gignac testified that the men had always been treated fairly by the Dominion Textile Company, and that the company did not like the men going out on strike before negotiating with them.

Paquette's Pernicious Agitations.

Mr. L. P. A. Girard, president of L'Union Amicale, but who has been general secretary of the Federation of Textile Workers until he could not get along with Wilfrid Paquette, testified that the strikes of the past two years had been largely due to the activities of Paquette, who was always trying to array the workers against the capitalists. Girard desired to preserve friendly relations between the men and their employees, and that was why he started L'Union Amicale. Another reason for leaving the Federation was his objection to Paquette, then president, using his office for political ends and trying to induce him to work for Hon. P. H. Roy in the Montreal mayoralty election. According to Girard, L'Union Amicale kept many operatives at work when the Federation was carrying on strikes. He denied that his organization was in any way supported by the companies.

Girard described the Federation of Textile Workers as the dragon which pushed the workers into the streets and caused tears to flow among their families.

Mr. G. H. Montgomery, representing the Dominion Textile Co., stated that he would submit figures to show that their sales had fallen off during the past eight months by about 50 per cent.

The hearing was adjourned from July 18th to August 3rd at Quebec.

THE BILL-OF-LADING.

Meetings have been held of representatives of all the shipping interests in Canada, to draft a bill-of-lading which would meet the requirements of all parties to it. A thorough discussion took place on all the clauses of the present bill-of-lading, and a form was finally adopted, which, it was felt, would give proper protection to shippers. Acting under the advice of the Chairman of the Board of Railway Commissioners, a committee of the shippers will discuss the proposed bill, with representatives of the railway companies, in an effort to reach an agreement before again appearing before the Commission. Mr. J. E. Walsh, Manager of the Transportation Department of the Canadian Manufacturers' Association, is Secretary of the shippers' committee.

IN THE LABOR WORLD

The Call for Laborers.

The farmers of the West have sent out a hurry call for thirty thousand farm laborers to assist in harvesting the crop. When the harvesting is over these men will be turned back on the cities, just at the time that it is most difficult to absorb them. There is practically only one way in which they can be employed during the winter, and that is in the factories. This just illustrates once more the advantage of building up a varied industrial system. The country which confines its activities to one line is particularly subject to vicissitudes of prosperity. In the case of an agricultural country there is the large number of men who are employed for at best a few months in the year. In the same way railways and water carriers would for the most part be confined in their main operations to a short period. The cost and service would both reflect that condition. It is by a full development, extending the scope of industry and equalizing the activities as much as possible over the twelve months, that labor will be employed most regularly, transportation will be most efficient, and prosperity most consistent.

Report of Conciliation Board.

The Commission which has been investigating the dispute between the C. P. R. and its western workmen, under the provisions of the Lemieux Act, have brought in a report, which was not signed, however, by the representative of the men. The finding is considered very favorable to the workmen, dismissing the company's claim to a reduction in wages, and only granting them some improved conditions in shop management. The workmen will not be supported by the public should they refuse to accept the recommendations of the majority of the Commission.

The Metallic Roofing Case.

The Judicial Committee of the Privy Council, before whom the appeal of the Metal Workers' Union against the adverse verdict for \$7,500 given by the Canadian courts was argued, have ordered a new trial. This in no way reflects on the merits of the decision, which established the illegality of the boycott. The decision was given solely on the ground that the charge of the judge to the jury was unduly unfavorable to the union. All the Canadian courts found in favor of the company. The case will now come back to Canada for a new trial.



Workman: "There's the old man counting up his money as usual."

Ignore Public Opinion.

The unions which dominate the Western shops of the Canadian Pacific Railway may refuse to accept the finding of the Commission which was appointed under the provisions of the Lemieux Act. By striking they can for a time at least tie up or seriously handicap that big railway system. Their threatened action comes at a time when the C. P. R. is getting ready to exert every sinew to move the great wheat crop of Western Canada to market. Upon the railway's success in accomplishing satisfactorily this herculean task depends to a large extent the resumption of activity in every line of production and trade. Should the country suffer this set-back, as she is bound to suffer in the event of a conflict, the first lesson learned will be to shun the closed shop. Many manufacturers have already learned the lesson.

Who Will Profit?

About 350 plasterers and allied laborers were on strike in Toronto for three weeks during July. In an effort to stimulate building operations contractors quoted prices of twenty per cent. less than had prevailed a year ago. By this means enough buildings might have been undertaken to keep the building trades active. The cost of material declined, and the employers decided that a cut of ten per cent. in wages was necessary. Plasterers had been receiving \$4 a day. Sooner than accede to the new schedule the men went on strike. Most of the employers have now agreed to pay the old wages to such of the men as they need. It may confidently be predicted that the refusal of the men to improve the conditions in building will prevent many from building, who had been contemplating taking advantage of the lower rates. Who will it profit to have 100 men work for a few weeks for \$4 a day, when it might have been possible for twice that many to find employment for months at \$3.60 a day?

A Commission on Hours of Labor.

A Commission has been appointed in Nova Scotia to investigate the question of hours of labor in industrial establishments, and a strong effort will be made by the labor interests to force a recommendation of a general compulsory eight-hour day. The people of Nova Scotia should fully recognize what a curtailment of the hours of labor would mean. They are anxious to develop the industries of the Province. Their mineral resources mark them out particularly for manufacturing activities.

Yet in this respect they are only on a par with other countries or provinces. The United States has its enormous



A closer inspection shows that that is just what "the old man" is doing.

coal and iron deposits; Great Britain is similarly situated; while Ontario has a plethora of iron ore, with easy access to the coal fields of Pennsylvania. Nova Scotia, in selling the products of her factories, will be brought into competition with the industrial nations of the world.

So that it is not just a matter of reducing the hours of labor (i.e., of decreasing the volume of production, and so increasing the cost of the manufactured article), and charging up the additional cost against the article. In most cases it will not be possible to add the additional cost on to the selling price and so retain the profit; because the seller will be in competition with the German or Yankee who worked nine or ten hours a day and was able to produce so many more at so much less for the individual article.

of eight-ninths of ten implements. The cost of these would be:

Wages of one man for one day	\$3 00
Material for eight-ninths of ten implements at fifteen cents each	1 33
Other expenses	0 50
	<hr/>
	\$4 83

i.e., eight-ninths of ten implements cost \$4.83, or 54 cents each.

The cost of production under the conditions set forth alone would be increased eight per cent. by reducing the hours of labor from nine to eight per day.



A typical scene at the Winnipeg station. The arrival of immigrants.

A suppositious case will illustrate this point. A man working at a certain class of iron implements can make ten a day. He gets a wage of three dollars per day of nine hours, and this, added to the cost of material and a percentage for overhead expenses, brings the whole cost up to five dollars for the lot, divided as follows:

Wages of man at three dollars per day	\$3 00
Material for ten implements at fifteen cents each	1 50
Other expenses	0 50
	<hr/>
	\$5 00

Thus the implements cost 50 cents each. But if the man only worked eight hours the result would be the production

The result is clear. The foreign manufacturer, or the manufacturer of another province, working his plant a full day, can sell his implement for 54 cents, and make a clear profit of eight per cent. If the manufacturer of Nova Scotia hoped to sell his product in competition he, too, would have to quote 54 cents, which in his case would be the bare cost of production. The adoption of an eight-hour day would quickly result in the disappearance of tall chimneys and busy workshops from that Province.

It would be better for Nova Scotia to allow her big competitors to take the lead in this matter. Her workmen are as well off as those of other countries. Let older industrial countries do the experimenting.

SHIPPING NEWS

The Supply of Cars.

IN view of the press despatches, and statements appearing in the press from time to time in regard to the position of the railways, and their ability to move the prospective grain crop in the North-West this fall, the following comparative statement of equipment will prove of interest:

Railway.	1906.	1907.
	No. of Locomotives.	No. of Locomotives.
Canadian Pacific Railway	1,177	1,296
Canadian Northern	141	186
Grand Trunk	690	868
	2,008	2,350
	Increase 342.	

Railway.	1906.	1907.
	No. of Box Cars.	No. of Box Cars.
Canadian Pacific Railway	26,007	27,840
Canadian Northern	4,283	5,186
Grand Trunk	18,787	17,954
Grand Trunk Pacific .....	....	3,700
	49,077	54,680
	Increase 5,603	

It will be seen that there is an increase of 342 locomotives and 5,603 box cars. It must be borne in mind that the traction power of the locomotives, and the capacity of the cars have been materially increased, so that taking into consideration the small amount of business moving in the east, we should not suffer to any extent from a shortage of cars.

Open for Traffic.

The Grand Trunk Pacific is now open for business for a stretch of 675 miles west of Winnipeg. This section extends to Battle River, and was recently subjected to a final inspection. It is questionable what advantage this will be to the farmers of the west, as the real congestion will occur between Winnipeg and Fort William. It will permit, however, the farmers of the territory through which the new road runs to market at least a portion of their crop more cheaply and expeditiously than heretofore. The total amount of grain which will be carried from Winnipeg to the head of the lakes will not exceed by much that handled two years ago. For this territory there is practically no more accommodation now than then. The shipments will come from a much more extensive territory, however, and in this way the benefits will be increased.

A Uniform Bill-of-Lading.

The Interstate Commerce Commission, after most exhaustive investigations, have settled upon one set of bills-of-lading and have recommended their adoption by all railways in official classification territory. A "straight" bill and an "order" bill, the first to be practically a receipt from the railway and to be non-negotiable, the second to be negotiable, are included, the recommendation being that they be printed on different colored paper.

There are three parties chiefly interested in the question of the bill-of-lading, the shipper, the railway, and the banker. Since credit is so essential an element of business it becomes

necessary that the bill-of-lading be a negotiable instrument. Hence the necessity for uniformity and for a freedom from conditions removing all liability from the carrier.

The forms recommended by the Interstate Commerce Commission would not be altogether satisfactory in Canada. For instance, the shipper must be protected by making the first carrier responsible for the goods until they are tendered to the consignee. The railways now endeavor to transfer this responsibility to the second company, where the use of a second line is necessary. Shippers rightly contend that the first carrier makes its own arrangements for the carriage of the goods to destination and the shipper is in no position either to dictate conditions of carriage to second company, or to follow the shipment in any way.

The Canadian committee which has been working on a draft bill-of-lading expects to be able to make a satisfactory report this fall.

Co-operation in Solving Shipping Problems.

In St. Louis a spirit of co-operation has been developed between the railway officials and the business men that is operating to the advantage, it is believed, of both parties. The Business Men's League, which is an efficient organization of wide scope, has a department named the Freight Bureau. This department has succeeded in arranging for bi-weekly meetings with the transportation managers of the railways, at which problems are fought out and usually satisfactorily settled. Joint committees have been appointed to deal with specific branches of the subject. From the results attained by this organization the advantage of friendly co-operation between shippers and carriers is amply demonstrated.

A Complaint from the West.

A rate war has been in progress on the Pacific coast between the C.P.R. and the Inland Navigation Company. As a consequence, water transportation has been a luxury that even the humblest have been able to enjoy. What its effect will be on the earnings of the companies is not stated, although the general impression is that the boats are paying a fair profit even at existing rates. The cut rates have given rise to some questionings on the part of Victoria citizens as to the fairness of the regular tariff between Vancouver and Victoria. It has been figured out that it costs more than three cents a mile to travel between these two cities. The recognized rate for rail transportation is three cents a mile, and in some states across the line it is two cents. Water traffic is admittedly cheaper than land. Hence a rate of over three cents by boat is unreasonably high. The Victoria newspapers are protesting vigorously.

Lighterage Charge Reduced.

As a result of the protest of the New York Produce Exchange Special Committee the railroad authorities have decided that on and after August 1 the extra charge for lighterage at New York on split car lots for export will be reduced to \$1 for each extra delivery. Added concessions are also made on lake shipments. Commenting on this order, E. R. Carhart, chairman of the special committee, said: "Believing that the charge is a reasonable one for the service rendered, and that the traffic managers of the railroads have made every effort possible to meet the situation to the satisfaction of the shippers, the special committee will take no further action in the matter."

AMONG THE INDUSTRIES

ONTARIO.

Woodstock will build a new school at a cost of \$27,000 this year.

Merritton, Ont., will install an electric light system at a cost of \$10,000.

A new school will be erected in Amherstburg, Ont., at a cost of \$25,000.

A fire hall will be erected and a fire alarm system installed in North Toronto.

A \$10,000 building will be erected in Guelph to accommodate the Winter Fair.

The Hagen Shirt and Collar Co., of Berlin, will erect a four-storey building at once.

The Bigley Manufacturing Co. will erect a foundry shop in Toronto, at a cost of \$15,000.

The municipality of Hamilton may build a steel bridge at Garth Street at a cost of \$24,000.

An addition will be built to the spike mill of the Hamilton Steel and Iron Co. at Hamilton.

The city of Hamilton is considering making extensive additions to its waterworks system.

The G.T.R. will extend their car shops in Barrie, Ont., at a cost of from \$100,000 to \$150,000.

A building will be erected in Ottawa, at a cost of \$25,000, to serve as a consumptives' home.

The Canadian Silk Co. will build a brick factory, to cost \$10,000, on Morrow Avenue, Toronto.

The Peterborough Furniture Co. are considering the erection of a new building in Ashburnham.

The Canadian Shipbuilding Co. are considering favorably a project to build a dry-dock at Bridgeburg, Ont.

A pulp mill will be built at the Norman Power Dam, Kenora, this summer. Work has already commenced.

The Peterborough Lubricator Co. has been incorporated with a capital of \$100,000. E. R. Wilson is a director.

Oakville, Ont., will spend \$40,000 on a water-works system, \$10,000 on electric lighting, and \$26,000 on new schools.

Tolton Bros., of Guelph, manufacturers of agricultural implements, will build an addition to their buildings this summer.

The New York pulp mill, to be erected at Norman, Ont., will get exemption from taxes. Work will commence on it at once.

The J. A. Cline Co., Stratford, and Morlock Bros., Guelph, have amalgamated. The Stratford factory will be kept run-

ning until the stock is reduced, after which all the work will be transferred to Guelph.

A building for the department of thermo-dynamics will be erected by the University of Toronto. It is estimated to cost \$100,000.

The building permit has been issued for the \$75,000 factory to be erected at once by the Sunbeam Incandescent Lamp Co. in Toronto.

The Schrader Cigar Company has been incorporated with a capital of \$40,000; head office, Hamilton. J. H. Schrader is the promoter.

The Brant Portland Cement Co. have secured an option on fifty acres of property near St. Mary's, with the intention of establishing a plant there.

A tack factory is assured for Welland. A site of two acres has been selected, and it is expected that building operations will commence at once.

The transmission line which the Ontario Government will run from Niagara Falls to Toronto, and other branches, will cost over three million dollars.

The Peterborough Show Case Co. have secured factory premises in that city, and in addition to show cases will build door fixtures and cabinet ware.

J. P. Hynes, architect, Toronto, has drawn plans for a three-storey and basement warehouse to be erected near the corner of King and Spadina, Toronto.

The Bell's Lake Portland Cement Co., which was recently capitalized at \$450,000, will establish their plant at Walter's Creek. The initial capacity will be 1,000 barrels daily.

The Berlin Sugar Refining Co. has been organized to take over the business of the Ontario Sugar Company. The new company will assume the liabilities of the old company.

A by-law will be submitted to the citizens of Kincardine, authorizing a loan of \$15,000 to the Hunter Bridge and Boiler Company, to enable them to make additions to their plant.

A company operating three factories in the United States, one of which alone employs 1,000 hands, will establish a branch in Chatham, Ont., if negotiations which are now on hand are consummated.

The Petrolia Wagon Co., Petrolia, Ont., have increased their capacity by the erection of two large warehouses. They are now employing one hundred men, and have run full time throughout the year.

The Lambton Pressed Brick Co., Ltd., has been incorporated at Toronto, with a capital of \$50,000, to manufacture brick and develop oil fields. The head office is at London, and B. V. Hole, of that city, is a director.

Hercules Boxes, Ltd., is a company which has been incorporated recently in the Province of Ontario, to manufacture paper and wooden boxes, pails, bags, envelopes, etc. The capital is \$40,000. George V. Stiff, Toronto, is the promoter.

The ratepayers of Kenora have approved the exemption from taxation of the pulp and paper mill, to be erected by Andrew Anderson, of Winnipeg. The company which he represents plan to expend \$1,000,000 on plant and construction.

The Canadian Weber Gas Engine Co., Ltd., has been incorporated in Ontario, with a capital of \$300,000. The company will manufacture producer gas and gasoline engines. The head office is at Toronto. Robert G. Weber, Kansas City, Mis., is the promoter.

THE WEST.

Lethbridge is building a \$30,000 fire hall.

A \$12,000 public library will be built at Selkirk, Man.

The Cooke Lumber Co. will erect a saw-mill at Nelson, B.C.

Langham, Sask., will spend \$5,000 on fire protection supplies.

The Alberta Pacific Elevator Co. will erect an elevator at Taber, Alta.

C. J. Moore, Victoria, B.C., will build a saw-mill at Prince Rupert, B.C.

Portage la Prairie, Man., will spend \$10,000 on an electric light system.

There is a proposal to erect another grain elevator at Milestone, Sask.

Edmonton has definitely decided to build a school at a cost of \$80,000.

Strathcona, Alta., will establish a local telephone exchange at a cost of \$10,000.

The Eastern British Columbia Lumber Co. will extend their plant at Fernie, B.C.

A. Macdonald & Co., of Winnipeg, will erect a warehouse in Saskatoon this summer.

Victoria, B.C., will build a new ten-room school. Plans are now being prepared.

W. H. Blow, Calgary, Alta., will build a warehouse in that city at a cost of \$23,000.

The McLaughlin Carriage Co., Oshawa, Ont., will erect a warehouse at Saskatoon, Sask.

The C. P. R. will make extensive expenditures on their hotel at Banff, Alta., next year.

Nokomis, Sask., will have a 100 barrel flour-mill. J. R. Brodie, Brandon, will finance it.

The Merchants Bank will erect a building to accommodate their branch in Medicine Hat.

Douglas, Piper and Johnson, flax millers, will establish a flax-mill shortly at Saskatoon, Sask.

The Nanton Lumber and Grain Company will erect an elevator at Cayley, Alta., this summer.

Eight elevators will be erected at once in Saskatchewan. E. E. Head, Minneapolis, is in charge of the work.

A building permit has been taken out by T. D. Farmer, Winnipeg, for an apartment house to cost \$80,000.

The Farmers' Milling Co. will build a \$20,000 flour-mill at Duck Lake, Sask. Plans have already been prepared.

Daysland, Alta., will have a pump factory. A building 60 by 100 feet will be erected by Wendt and Hancock.

The New Prague Co., of Moose Jaw, will increase the capacity of their flour-mill from 300 barrels a day to 800.

R. B. Bissett's sash and door factory at Strathcona, Alta., was destroyed by fire recently. The loss was about \$25,000.

New Westminster, B.C., is to have a factory for the manufacture of launches. H. Stead is now arranging for a site.

The Government of Alberta are using in the Provincial Buildings X cells made by Electrical Specialties, Ltd., Toronto.

Ellis and Armstrong, Manitou, Man., have prepared plans for a grain elevator which will be built in that town this summer.

It is reported from Vancouver, B.C., that Joseph Rogers & Sons, Sheffield, Eng., will establish a Canadian branch in that city.

The Government will build a \$20,000 brick and stone post-office at Emerson, Man. Jos. Greenfield, Winnipeg, is the architect in charge.

The Stuart Electric Co., of Winnipeg, are considering the advisability of building a factory in that city for the manufacture of water meters.

It is reported that the G. T. P. will build a large hotel at Rivers, Man., and that it will develop power and install an electric light plant there.

A company in which E. J. Young, Madison, Wis., and F. N. Norton, Medford, Wis., are interested, will build a saw-mill at Indian River, B.C.

Camrose, Alta., is the first town in Canada in which the Canadian Club will own its own building. Plans have been prepared for a two-storey building.

The Monarch Lumber Co. has been incorporated with a capital stock of \$1,000,000. Head office is in Winnipeg. Walter D. Douglas, Minneapolis, is interested.

The Ontario and Manitoba Flour Mills, Limited, have been incorporated with a capital of \$750,000. The head office is at Ottawa. A. W. Fraser, Ottawa, is solicitor.

Negotiations have been on for some time for the organization of a company to be known as the Northern Iron and Steel Corporation. J. T. Shadforth, an English ironmaster, has been promoting the company. The capital is to be \$2,500,000.

A proposition is on foot to build a large sash and door

factory at Victoria, B.C., to have a capacity of 2,000 doors a day. The capital to be invested would be \$100,000. Mr. J. Guthrie, of the F. H. Rice Lumber Co., is the chief mover in the enterprise.

Work is progressing on the immense saw-mills which are being erected on the Fraser River at New Westminster, B.C. Over half a million dollars will be expended on the plant and equipment, and when finished it is said that the mills will equal in size anything of their kind in the world. The capacity of the mill will be 120,000,000 feet per annum.

Two immense saw-mills, to cost about \$750,000, and with an initial joint capacity of about 350,000 feet every ten hours, will be erected next year in British Columbia by M. J. Scanlon, of Minneapolis, Minn., the leading principal of the Scanlon-Brooks Lumber Company, owning big plants in Minnesota, the Southern States, and the British Bahamas. One will be located on Harrison Lake, about fifty miles east of Vancouver, and the site of the other will be at Vancouver or New Westminster.

The Morseby Island Lumber Company, a United States corporation, which owns timber limits on Graham and Morseby Islands, in the Queen Charlottes, is erecting a saw-mill at the south end of Graham Island. The site is at Queen Charlotte, the new town site at the mouth of Hanna River, on the southern end of Graham Island. The saw-mill will have a capacity of 100,000 feet every ten hours, and will be in operation early next fall. The equipment will include a rotary saw and re-saw, the contracts for the supply of which have been awarded. Later on the capacity will be increased, and it is the company's intention to also erect a box factory.

QUEBEC.

A new school, to cost \$4,000, will be built at Beebe Plain, Que.

The Montreal Waterproof Co. suffered a loss of \$35,000 by fire recently.

The Mount Royal Box and Lumber Co., Montreal, suffered a loss of \$53,000 by fire recently.

The General Fire Extinguisher Co., of Montreal, will build an extensive factory in that city. Robert Findlay is the architect in charge.

The Bell Telephone Co. will spend \$200,000 in extending its plant in Quebec city. It is intended to add to the present building, and a complete new equipment will be provided.

The city of Montreal has granted a franchise to the Canadian Light and Power Co. The franchise calls for a supply of electrical energy of 5,000 h. p. by 1910 and 20,000 h. p. by 1915.

The J. H. Hanson-Tilley Co. will take over the manufacturing business of Joseph H. Hanson. The company has been incorporated with a capital stock of \$145,000, and head office at Montreal. The company will manufacture refrigerators, screen doors, windows, etc.

The Imperial Wall Paper Company, of Glen's Falls, N.Y., have decided to establish a Canadian branch. Montreal will be the location. This company is one of the largest of United States manufacturers of wall paper, and it has done a considerable business in this country. The importance of the

market has been recognized in the decision to locate in Canada.

The contract for building the plant of the rubber company, which has been organized by S. H. C. Miner, of Montreal, has been let. The factory will be erected at Granby, P.Q., and the contractors are under agreement to have the plant ready for operation in one year.

MARITIME PROVINCES.

It is reported that a large summer hotel, to accommodate 500 guests, will be built in Halifax, N.S.

The New Brunswick Tourist and Hotel Company, of St. Martins, N.B., have purchased a property and will spend considerable money on a summer hotel.

SOME CHANGES IN FREIGHT RATES.

Supplement 3 to Classification 13 has just been received. It contains a number of additions, reductions, and changes of advantage to shippers. Some advances were proposed when it was submitted to the Board of Railway Commissioners for approval in December last, but through the negotiations and representations of the Transportation Department of the Canadian Manufacturers' Association, they have been modified or withdrawn. The Supplement is effective August 8th, 1908. Copies may be had on application to the Transportation Department, or to F. T. Marshall, Secretary Canadian Freight Association, Union Station, Toronto.

SHORTAGE IN COAL SHIPMENTS.

Gas manufacturers are large users of coal. They have been comparing the amount of coal actually received with the amount for which they have to pay, and they have found a great discrepancy. Mr. J. C. Hay, of Listowel, pursued exhaustive investigations, with the result that out of 300 cars checked there was an average loss of five dollars through shortages. One car was nine tons short. The gas manufacturers will ask the Government to weigh the cars as they enter the country, and they propose to pay for that amount. The railways would thus be liable for losses in transit.

The Woodstock Waggon and Manufacturing Co., of Woodstock, Ont., have issued some attractive blotters, illustrating their "Buster Brown" children's express waggons.

MANUFACTURERS

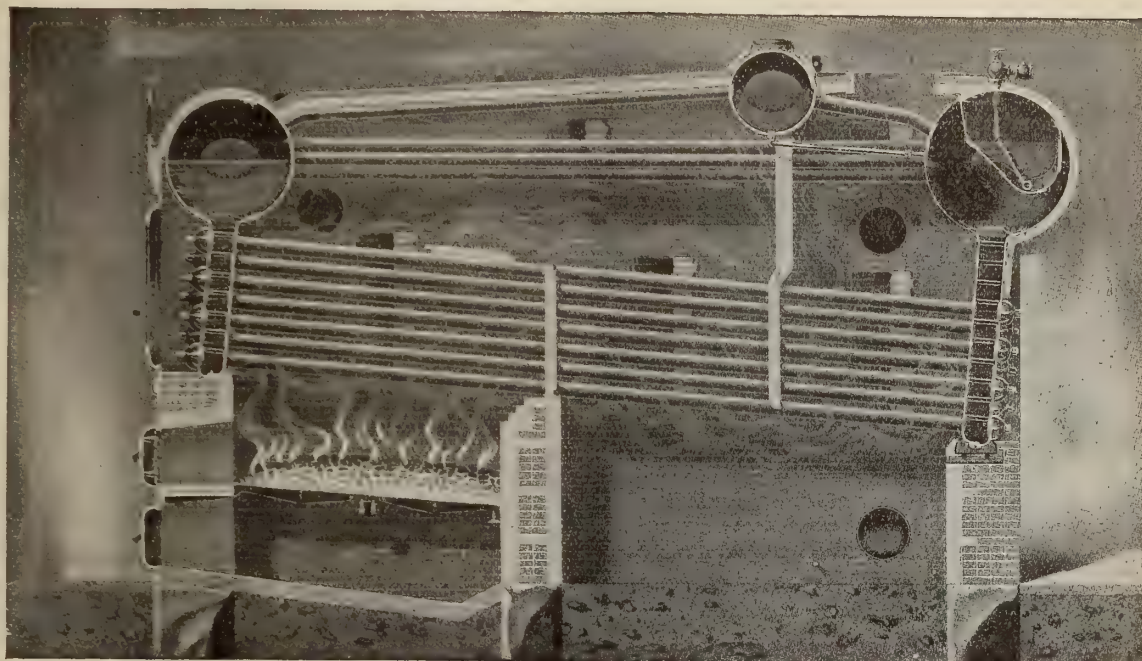
Western Canada Opportunity

100 pages of Statistical Facts, Figures and Illustrations Free. Compilation authorized by sixteen Business Organizations of Winnipeg. Appeals to Manufacturers, Financiers, Commercial Men and others seeking genuine opportunities.

Write

Chas. F. Roland, (Commissioner) Winnipeg, Can.

Canada Water Tube Boilers



ARE UNSURPASSED IN

Safety Durability Economy Accessibility Efficiency Combustion
Superheated Steam Capacity Unimpeded Circulation Universal Flexibility
Simplicity Feed Water Purification Cleaning Facilities

Bulletin No. 32 gives full description

CANADA FOUNDRY COMPANY,
LIMITED

Toronto Montreal Halifax Ottawa Winnipeg Vancouver Rossland

TRADE ENQUIRIES

NOTE.—For further information regarding any inquiry mentioned under this heading or the names of inquiries, apply by numbers to the Secretary, at Toronto.

- 1 **Asbestos, Cruûe, Mica, Vulcanized Fibre.**—Birmingham, England, manufacturers' agent is open to place orders for considerable quantities of the above materials, and desires quotations.
- 2 **Boots and Shoes.**—A firm in Barbados, having a boot and shoe department, desires to have catalogues and prices of boots and shoes from manufacturers in Canada.
- 3 **Broom Handles.**—One of the largest buyers of Broom Handles in the United Kingdom is in the market to purchase these handles, made from birch, spruce, ash, basswood, of standard dimensions and first quality, in carload lots, at 13s. per gross, c.i.f., London and Liverpool.
- 4 **Canned Goods, Leather, Etc.**—A mercantile firm in China wishes to get in touch with Canadian merchants interested in the export of canned goods, leather, belting, leather manufacturing, apples, fruit, lock, and invite correspondence.
- 5 **Canned Goods.**—A firm in Barbados, with a grocery department, desires to have correspondence with manufacturers of all lines of canned goods.
- 6 **Carriage Materials.**—The Managing Director of one of the largest dealers of carriage materials in Australia will shortly be in Canada, with a view to making arrangements with a first-class Canadian firm for export trade to his country. Firms interested should write the Secretary.
- 7 **Carriages.**—A firm in Barbados desires to have catalogues and prices from manufacturers of carriages in Canada.
- 8 **Cardboard.**—A Midlands company of manufacturing stationers would like to get into touch with Canadian manufacturers of cardboard suitable for the production of folding boxes.
- 9 **Carriages and Furniture.**—A firm in Barbados, selling carriages and furniture, desires prices and catalogues from Canadian manufacturers.
- 10 **Chairs.**—A dealer in furniture in Barbados would like to receive catalogues and prices from manufacturers of cheap furniture and chairs in Canada.
- 11 **Clothes Pegs.**—A Leeds firm inquires into the prospects of securing supplies of clothes pegs from Canada, and invites samples and prices from manufacturers interested.
- 12 **Cornice Poles.**—Inquiry has been made by a Leeds (Yorkshire) firm of importers and merchants for the names of Canadian manufacturers supplying cornice poles, in stained walnut or mahogany.
- 13 **Drugs.**—A firm of druggists in Barbados desires communication with firms in the wholesale drug trade in Canada.
- 14 **Egg Cases and Fillers.**—A Midlands firm wishes to be placed in communication with Canadian manufacturers of egg cases and fillers.
- 15 **Files and Office Devices.**—A firm in Barbados in the stationery trade desires catalogues and prices from manufacturers of files and office devices in Canada.



**J. L. JONES
ENGRAVING
CO.** 



**WOOD & PHOTO
ENGRAVING AND
ELECTROTYPING FOR
ADVERTISING PURPOSES**



**168 BAY
STREET
TORONTO
CANADA**

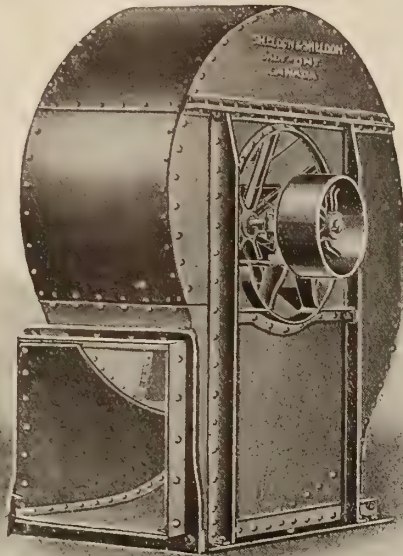


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ADDRESSES
FROM \$5.00 UPWARDS**



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Heating
Ventilating
Drying, Forges
Mechanical Draft
Blowers
Exhausters
Steam Specialties



ENGINES
both Vertical and
Horizontal.

Heating and
Ventilation
by Fan System.

SHAVINGS
EXHAUST
SYSTEMS

Natural Draft and
Blower Dry Kilns
For Lumber, Brick, etc.
Cars, Trucks, Rail, etc.

SHELDONS Limited, ENGINEERS AND MANUFACTURERS Galt, Ont., Canada
Montreal Office, 325 St. James St. Phone Main 2919

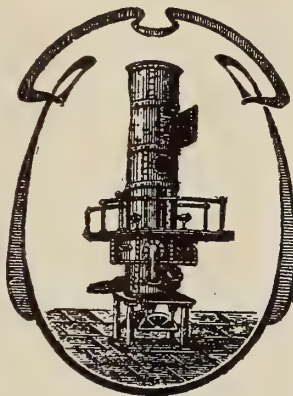
SAVINGS

DOMINION PRODUCERS

would save 50 per cent. fuel in
your engine room. 23 plants
running in Canada.

VENETIAN GRATES

would burn anthracite screening
under your boiler and save 40 per
cent. in money. 30 Venetian
Grates in Montreal.



SAVINGS

BAILLOT CUPOLAS

would save 25 per cent. coke in
your foundry and give better
castings.

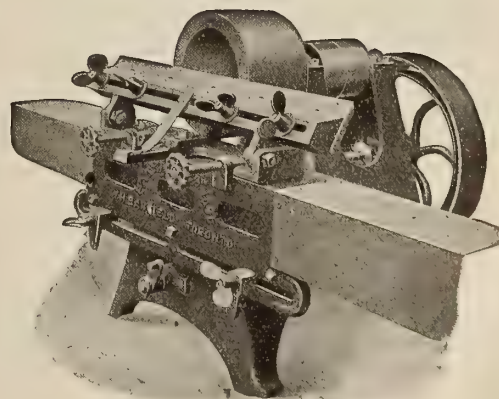
J. De Clercy
62 Ontario St. W., MONTREAL



X CELLS HAVE NINE LIVES

They EXCELL all others
Satisfaction Guaranteed
or Money Refunded
Made in Canada, and Good
Prompt Shipments

Electrical Specialties Limited
TORONTO



PATENTED

Knife Grinder

Entirely
Automatic
Saves Time and
Money
Will Grind 6 in. to
26 in. long.
Does Not Draw
Temper

GUARANTEED

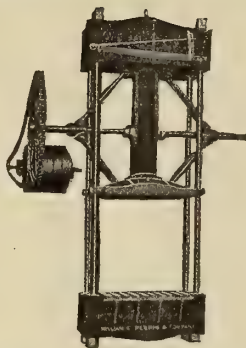
**W. H. Banfield
& Sons**
Machinists, Die &
Tool Makers
Toronto, Ont.

- 16 **Flour.**—A firm in Barbados in the wholesale flour and bakery business desires to have correspondence with millers in Canada, to obtain flour to suit their trade.
- 17 **Furniture.**—A correspondent in the Transvaal desires to receive catalogues from Canadian manufacturers of furniture.
- 18 **Hardware.**—A South African firm of merchants and manufacturers' agents desire to be placed in communication with Canadian manufacturers and exporters of hardware, iron and steel goods generally.
- 19 **Hardware and Carriages.**—A firm in Barbados, in the hardware and carriage fitting trade, desires to have correspondence with manufacturers of carriage rims and spokes in Canada; also enamelled roof leather for carriages.
- 20 **Hides, Bark, Etc.**—An old established firm of Hull merchants and importers inquire for Canadian shippers of hides, skins, oak bark and similar commodities.
- 21 **Lawn and Garden Chairs and Settees.**—Christiania, Norway, firm of manufacturers' agents inquire for Canadian manufacturers of these goods, with a view to purchase.
- 22 **Manufacturers' Agent.**—Vancouver, B.C., manufacturers' agents, with long experience and good connection, would like

to hear from western manufacturers of neckwear, men's and ladies', embroidery, etc., who might appoint him their agent.

- 23 **Manufacturers' Agent.**—Newfoundlander, who has resided some years in Canada, is anxious to return to Newfoundland as selling agent for a few first-class Canadian firms. Excellent connections and experience, and can do good business.
- 24 **Manufacturers' Agent.**—Montreal traveller, with good connections, is anxious to represent some western manufacturers in Eastern Canada. Wide experience.
- 25 **Manufacturers' Representative.**—Well-connected English business man, with wide experience and best Canadian references, would be glad to represent Canadian firms in the British market.
- 26 **Manufacturers' Agents.**—Two well-known machinery men are about to locate in Vancouver, and are anxious to hear from Eastern firms who might desire representation in any lines. Best of references.
- 27 **Mexican Representative.**—Experienced commercial man, able to speak French, English and Spanish, wishes to represent Canadian manufacturers in Mexico. Is at present in Canada, and may be interviewed. References supplied as required.

Hydraulic Presses
Power Screw Presses
Filter Presses



William R. Perrin
AND
Company, Limited,
TORONTO, Canada.

"Genuine Oak" Belting

MANUFACTURED FROM PRIME ENGLISH OAK STOCK

SHORT CUT SHORT LAP

Every Belt Guaranteed

BALATA



BELTING

The Best for Exposed Situations
Made Endless to order in TWO DAYS
in our own factory

MILL SUPPLIES OF EVERY DESCRIPTION

D. K. McLaren, Limited

STOCK DEPOTS:

MONTREAL	TORONTO	QUEBEC
309 Craig St. West,	200 King St. West,	21 St. Peter St.
ST. JOHN, N.B.	VANCOUVER, B.C.	
64 Prince William St.	107 Water Street	

BRASS CASTINGS

FOR ALL PURPOSES

LUMEN BEARING COMPANY

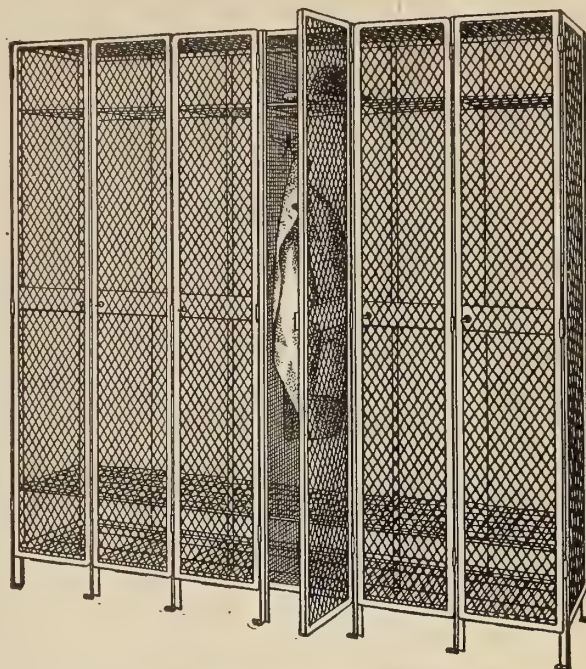
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Metal Lockers

For FACTORIES
OFFICES
COLLEGES
GYMNASIA
PUBLIC BATHS
BANKS
HOTELS
CLUBS
Etc., Etc., Etc.

We are Headquarters for the manufacture
of LOCKERS



**The Geo. B. Meadows Toronto Wire
Iron and Brass Works Co., Limited**

479 Wellington St. West

TORONTO, CANADA

BOECKH'S BRUSHES



represent what is best in material and workmanship,
and are made by up-to-date methods.

With them your workmen are able to do the
very best work.

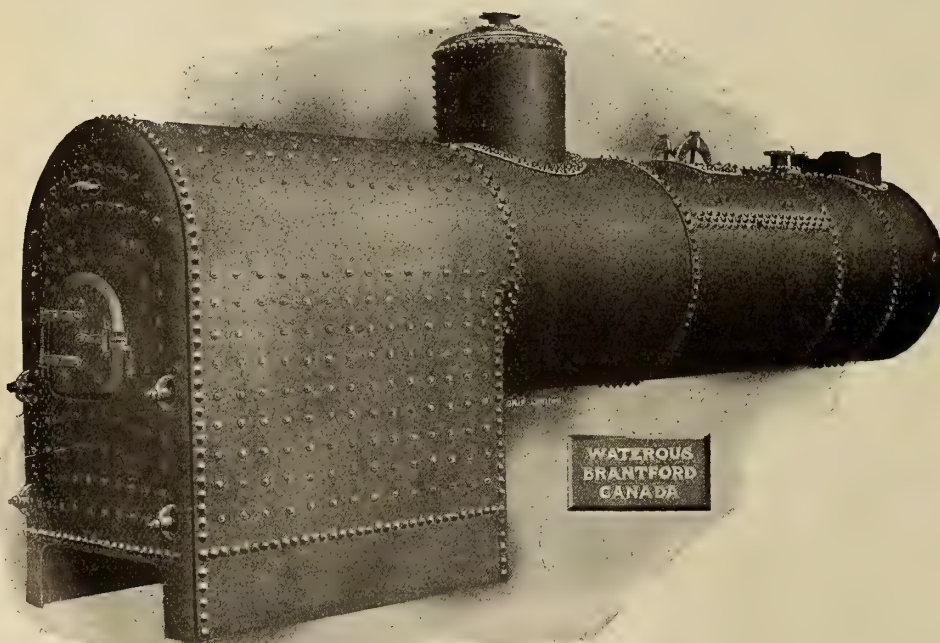
Write for our Catalogue and Price List.

Special Brushes of every description made
to order.

UNITED FACTORIES, Limited
TORONTO, ONTARIO

- 28 **Meals.**—A firm of general importers, having good facilities for the distribution among buyers in the north of England of all kinds of meal, especially oatmeal and peameal, wish to hear from Canadian exporters.
- 29 **Oak Staves.**—A firm in Barbados, manufacturing molasses puncheons, would like prices of oak staves, 44 inches by 5 inches, chamfered, steamed bent, and in bundles of thirty to thirty-three.
- 30 **Paste Boards.**—A North of England firm of importers and merchants desires to receive prices from Canadian manufacturers who can supply paste boards 15 to 30 inches long by 12 to 18 inches wide. Boards must be well finished, perfectly white, and free from knots.
- 31 **Phosphates.**—Inquiry has been made by a Lancashire firm, interested in the import of phosphates from Canada, for the names of parties in the Dominion able to send supplies.
- 32 **Pianos.**—A firm in Barbados desires catalogues and prices from manufacturers of pianos in Canada.
- 33 **Pianos.**—A Barbados firm dealing in pianos would like to receive prices and catalogues from Canadian manufacturers of pianos.
- 34 **Pianos.**—A firm in Barbados selling pianos desires prices and catalogues from Canadian manufacturers of pianos.
- 35 **Plug Tobacco and Paper Bags.**—A firm in Barbados in the grocery trade desires to have samples and prices from manufacturers of plug tobacco and paper in Canada.
- 36 **Provisions.**—A South African firm of merchants and manufacturers' agents desire to be placed in communication with Canadian manufacturers and exporters of provisions.
- 37 **Pulp, Paper, Etc.**—Well-known pulp broker and manufacturers' agent in Birmingham, England, with excellent connections among the paper trade, is open to represent a first-class Canadian exporting firm, on an exclusive basis. Has a good proposition to submit to firms interested, which can be secured at this office.
- 38 **Grocers' Goods.**—An English firm of manufacturers' agents, with a staff of travellers covering the whole of the United Kingdom, would like to hear from a few first-class Canadian firms able to export goods suitable for the grocery trade, with a view to representing them.
- 39 **Oak Staves.**—A Leeds firm of churn-makers and general coopers, invite offers from Canadian shippers of oak staves, at random lengths, widths and thicknesses.
- 40 **Oils.**—A South African firm of merchants and manufacturers' agents desire to be placed in communication with Canadian manufacturers and exporters of oils.
- 41 **Rolled Oats.**—A London firm wishes to buy parcels of rolled oats and invites quotations, c.i.f., from Canadian producers, cash against document.
- 42 **Stump Pullers.**—Christiania, Norway, firm of manufacturers' agents inquires for catalogues of Canadian manufacturers of these machines, with a view to purchase.
- 43 **Three-ply Veneer.**—A Midlands company wishes to purchase three-ply veneer from Canada, and invites correspondence from Canadian manufacturers who are in a position to fill orders.
- 44 **Tweeds and Parasols.**—A firm of drapers in Barbados desires to communicate with manufacturers of light-weight tweeds and parasols in Canada.

The Waterous Engine Works Co., Ltd.



We Manufacture

Boilers of different styles.

Engines — Plain and Automatic.

Saw Mill and Pulp Mill Machinery.

Road Making Machinery.

Fire Apparatus, etc.

WRITE US FOR PRICES AND PARTICULARS

LOCOMOTIVE BOILER
BEST STYLE OF BOILER FOR
PORTABLE SAW MILL WORK.

Head Office and Works BRANTFORD, ONT.
Branch Winnipeg, Man.
Agencies Vancouver, Sydney, N.S.W., Santiago, Chile.



Cut of 58-inch "Extra" Double Belt
Made by The J. C. McLaren Belting Co.

WE ARE HEADQUARTERS FOR ALL
KINDS OF

**Belting
Lace Leather
Card Clothing
Reeds and
General Mill Supplies**

**ABSOLUTE SATISFACTION
GUARANTEED**

The J. C. McLaren Belting Co.

ESTABLISHED 1856

Head Office and Factory:
Montreal, Que.

Branches:
Toronto and Winnipeg

OAK LEATHER

"CLIMAX"

Is a Belt made from the very best of
Oak Tanned Leather. It will keep
your machines running all the time.

"AMPHIBIA"

WATERPROOF

BELTING

We want you to try this grade, if you
have a drive that requires a Belt that
will stand dampness. Write us about
our trial offer.



SADLER & HAWORTH
TANNERS & MANUFACTURERS OF
OAK LEATHER BELTING
FACTORIES MONTREAL-TORONTO

**B
E
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**B
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- 45 **Tweeds.**—A merchant tailor in Barbados would like to receive samples and prices from Canadian manufacturers of light tweeds.
- 46 **Washboards.**—A Leeds firm would like to receive price lists from Canadian manufacturers of washboards for reference.
- 47 **White Printing Paper and Files.**—A firm in Barbados in the book and stationery trade desires prices and samples of white printing paper from Canada, also catalogues and prices of files and office devices.
- 48 **Wood Churns.**—A Leeds, England, firm asks for price catalogues from Canadian manufacturers of wood churns.
- 49 **Wood Pulp.**—A London firm wishes to get into touch with Canadian manufacturers of wood pulp (chemical or mechanical).
- 50 **Wood Pails.**—A request has been made by an English firm of manufacturing confectioners for the names of Canadian manufacturers supplying wood pails to hold 28 pounds of sweetmeats, which, if reasonable prices were offered, they could buy in 25-gross lots.

IMPORTANCE OF COURTESY

THE Lackawanna Railroad Company has addressed a few remarks "concerning courtesy" to its agents, conductors and other employees which are worth universal application in all lines of business.

"This company," says the circular, "considers that its agents, conductors and other representatives possess the faculty of being courteous to the public above the average. To those who cultivate and exercise this faculty the company extends its congratulations and its thanks; to those who may not have fully appreciated its importance, thoughtful consideration of the following is suggested:

"First—The principle that underlies courteous treatment of others is simply that of doing unto others as you would they should do unto you.

"Second—In a highly complex and technical business such as that of the railroad there are many things that you, with your training and daily experience, understand with perfect familiarity, but which the public do not understand; therefore, do not assume that the public should comprehend them without asking questions, but when they make inquiry of you give them the courtesy of a reply just as full and clear as you can make it, and without any suggestion of superiority born of a greater knowledge.

"Third—Words are only one means of expression and manner is quite as important; therefore remember that a kindly and gracious manner is not only the sign and mark of a self-respecting man, but is to your words what oil is to machinery in making them move effectively to their purpose.

"Fourth—True courtesy is no respecter of persons. It remembers that 'a man's a man for a' that,' and gives the civil word and the helping hand quite as readily to the ill-clad stranger as to an official of the company.

"Fifth—Courtesy is not only something the public have a right to expect of you, but it pays.

"It pays in the friends it makes you personally and as a representative of the company.

"It pays in minimizing the friction of your life, as well as that between the company and its patrons.

"It pays in raising your standing with the company.

"It pays in the personal satisfaction resulting from having done the right and kindly thing by your 'neighbor.'

"It is the wish of the management of this company that all its representatives, whose work brings them into contact with the public, may appreciate and fully measure up to their duty and privilege in this respect."

THE CANADA PAINT COMPANY, Limited

NOTWITHSTANDING the enormous and gratifying increase in our output of *Ready-mixed Paints*, there is still a brisk and lively demand for our popular and reliable brands of *White Lead*.

IT is conceded by all practical painters and judges, that the highest standard of excellence in *White Lead* is represented by the world-famous "*Elephant*."

**The CANADA PAINT Company
Limited**

ESTABLISHED 1840

FACTORY BROOMS



All Kinds for All Purposes

Write for Descriptive List

H. W. NELSON & CO., Ltd., Toronto

Life is Far Too Short

to wear out a "GALT" Galvanized Steel Roof. It will wear as long as the roof frame will support it. That's not its only advantage either.

- † It protects your building from Fire.
 - † It cannot be injured by Lightning.
 - † It is light in weight and therefore does not require a heavy roof-frame.
 - † It requires absolutely no attention—never needs painting.
 - † In appearance it is unsurpassed and therefore largely used on schools, colleges, churches, residences, etc.
 - † It is remarkably cheap and can be easily erected without any soldering.
- What is most important to you is—it makes a satisfactory roof—this we guarantee.

We also manufacture the following Fire proof Building Goods:

- "GALT" Fire-proof Windows, Cornices, etc.
- "CLASSIK" Steel Ceilings.
- "GALT" Steel Siding.
- "GALT" Expanded Steel Lath.

We are anxious to send you our handsome Illustrated Catalogs illustrating these goods, if you are interested. Drop us a card to-day. We'll do the rest.

The GALT ART METAL CO.
LIMITED
GALT, CANADA

THOS. BELAIR, Montreal.
DUNN BROS., Winnipeg, Regina.

W. D. BEATH & SON, Toronto.
ESTEY & CO., St. John, N.B.

"Metallic" Roofing, Siding, Ceiling:

Fire, Lightning, Rain, Wind and Snow
Proof, Durable, Ornamental, easily applied.
Corrugated Iron :—Straight or curved.
Fireproof Windows, Doors and Shutters.
Everything that is reliable and artistic in
Sheet Metal Building Material.

COPY OF TESTIMONIAL

THE METALLIC ROOFING CO. OF CANADA, Limited
TORONTO.

Simcoe, Ont., April 9th, 1908.
Dear Sirs:—"We have handled your "Eastlake" Shingles for nearly a quarter of a century. They have been on the Court House, Free Library, and other public buildings in this town for 18 years. We have used very large quantities during the past 25 years, and they have always given first-class satisfaction, and have never required any repairs."

(Signed) MADDEN BROS.,
Tinsmiths and Hardware Merchants.

The Metallic Roofing Co., Limited
Manufacturers, Contractors, Exporters
TORONTO and WINNIPEG



**Canadian
Billings & Spencer**
Limited
Welland, Ont.

GET SOMETHING THAT WILL STAND
THE STRAIN

DROP FORGINGS
WILL DO IT

—We Manufacture—

Machine Wrenches Lathe Dogs
Thumb Screws
Eye Bolts and all machinery parts
in Iron, Steel, Copper or
Bronze



Send Models or Drawings
for Estimates

For Factory Construction



There is no other material quite so satisfactory
—CHEAP, WARM, FIREPROOF, DURABLE, as

"Acorn Quality"
Corrugated Sheets

Don't tie up unnecessary capital in
expensive buildings. Write us and
we'll tell you how to build at small
cost, thus leaving the bulk of your
capital to develop your business.

Our Catalogue is Free for the Asking

—The—
Metal Shingle & Siding Co.
PRESTON, ONT. Limited
Montreal Toronto

FAKE LABOR BUREAUS.

Great hardships have been suffered by workmen, and considerable annoyance has been caused to employers by the numerous fake labor bureaus in Montreal, most of which, having sprung up, like Jonah's gourd, in a night, offer all manner of allurements to the unemployed to make use of their services. In times like the present, when work is scarce, men are likely to grasp at any chance of employment offered. These concerns take advantage of such conditions, and extract fees which the applicants are little able to pay, and they give them no real service in return. One of the daily papers in Toronto secured evidence against a number of similar bureaus in that city. The law should provide protection against swindling operations of this kind. Some inspection or supervision should be a part of the duty of the police department.

A RECORD OF EVENTS.

On several previous occasions "Industrial Canada" has called the attention of its readers to the great usefulness of the "Canadian Annual Review," published by the Annual Review Publishing Co., Toronto. A new volume has just been issued covering the year 1907, and it is in every way an advance on previous numbers. The scope of the book is wide, covering practically every phase of Canadian activity, but the information it contains is so well arranged and indexed, that it is readily obtainable at short notice. Chapters are devoted to Financial Affairs and Conditions, Transportation Interests, Manufactures, Mining, Fisheries, Forests, Farm, and various political and social events. The Review keeps up from year to year a reliable history of Canada's progress.

A BOOK ON FARMING.

We have pleasure in giving a review notice to Mr. Wm. Rennie, Sr.'s valuable little book, "Successful Farming—How to Farm for Profit" (Toronto, 1908), for it is full of facts that even a manufacturer would find worth while being familiar with. Mr. Rennie was for six years Farm Superintendent at the Ontario Agricultural College, and a popular

lecturer at Farmers' Institutes. The present volume takes one through most of the practical problems of farming in a most practical and illuminating way—the soil, rotation of crops, the orchard, farm implements and buildings, economic feeding and farm bookkeeping are all discussed by a master, and the author succeeds in making the problems of the farm most interesting.

We take the occasion to advance this point: that the more the manufacturer and farmer come to know of the splendid work each is engaged in, of the many natural and economic difficulties each has to face and overcome, the greater the sympathy between these two great classes there must be. At times of tariff revision politicians too often try to stir up class hostilities. There was never more need than at the present of patriotic co-operation for advancing common interests.

BUSINESS AND PROFESSIONAL RECORD

A business directory has been issued by the Trade Publishing Co., 32 Temperance Street, Toronto, comprising 300,000 names of business and professional men throughout Canada. The work is very comprehensive in its nature, and should prove of service where it is desirable to get either municipal or trade lists. Introductory matter was prepared by Dr. J. M. Harper, of Quebec, and adds to the interest of the book.

A COAL CUTTING MACHINE

From the Jeffrey Mfg. Co. has come a catalogue (Bulletin No. 14) illustrating and explaining the work of the Shortwall Coal Cutter. The catalogues issued by this company always contain such excellent pictures of the machine in operation that little is needed in the way of explanation. The present is no exception. To coal mine operators it should prove most valuable.

The Canada Paper Co., of Montreal, Windsor Mills, P.Q., and Toronto, have issued a booklet showing a sample of their coated paper. The printing and cuts are shown to excellent effect.

"LEHIGH" Brand of Portland Cement

The Lehigh Portland Cement Co., Limited, will be manufacturing at their Belleville, Ontario, plant about the first of July, 1908. Output 2,500 barrels daily. Until we open our Toronto office, address for prices:—

THORN CEMENT COMPANY, **Prudential Building,** **BUFFALO, N. Y.**
 ———— **SOLE SALES AGENTS** ————

BABBITT METALS

FOR EVERY REQUIREMENT

LUMEN BEARING COMPANY

BUFFALO

TORONTO

OTIS-FENSOM ELEVATOR CO., Limited

MANUFACTURERS OF

"OTIS STANDARD ELEVATORS"

HEAD OFFICE:
TRADERS BANK BLDG.,
TORONTO.

MONTREAL OFFICE:
423 ST. JAMES ST.

WINNIPEG OFFICE:
MCREA BLOCK,
COR. KING AND JAMES STS.

GLOBE TIME RECORDERS

Rapid — Durable — Legible — Reliable

Register consecutively on the one sheet in clear type to the minute. No Keys. No Cards. No checks.
No Pin-holes. No Lines.

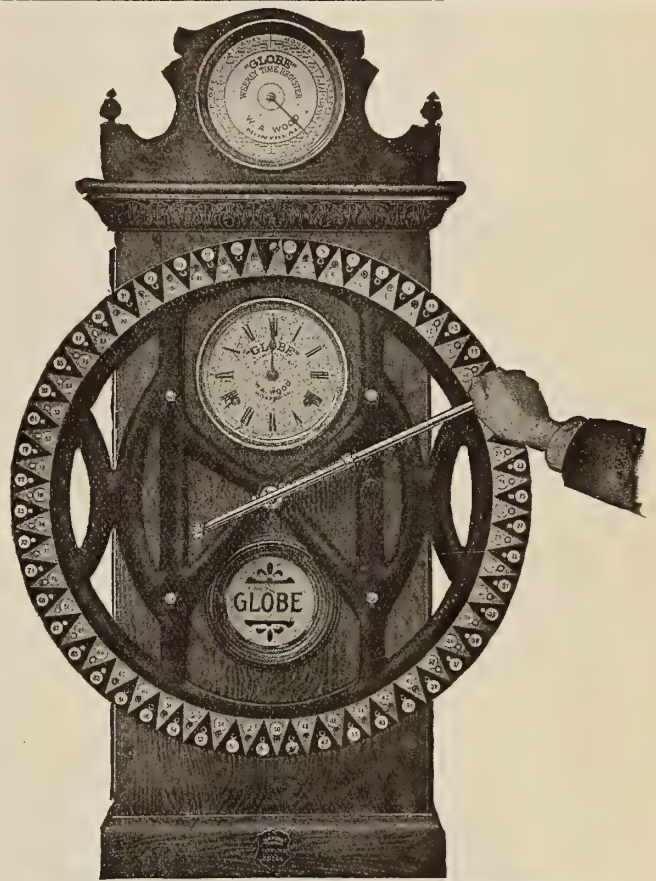
YOUR payroll is the largest single item expenditure in your establishment and is the one expenditure most profitable to keep a good check on. ¶ You are buying this labor every day, every week, every year. Are you getting all that you pay for? The experience of many firms is that before they had a good mechanical time register, they did not. ¶ We can reduce your payroll by compelling employees to be on time and to work until quitting time. We show you the exact time your employees arrive and depart and do it in clear, legible TYPE to the MINUTE. ¶ It enforces punctuality and eliminates all time disputes. The machine shows no partiality. These machines, made in Montreal by W. A. Wood, have stood the test for years and many firms throughout the country cheerfully recommend them. We have saved them money: we can do the same for you. ¶ Let us have your time-keeping particulars, i. e., hours of labor, your pay periods, number of employees, and we will submit specimen sheet from the machine best suited for your requirements. Our experience in this line is at your service.

HEAD OFFICE AND FACTORY:

W. A. Wood, 15 Bleury Street, Montreal

SALES OFFICES:

Ontario — D. Fleming, 116 Stair Bldg., Toronto
Manitoba — F. H. Brydges & Son, Northern Bank Bldg., Winnipeg
British Columbia — Frank Darling, Molson's Bank Bldg., Vancouver
New Brunswick — Tilley & Fairweather, St. John



THE CANADIAN BRIDGE CO., Limited

WALKERVILLE, ONTARIO

MANUFACTURERS

RAILWAY AND HIGHWAY BRIDGES

Locomotive Turn Tables. Roofs, Steel Buildings and Structural Iron
Work of all Descriptions

The Hamilton Steel & Iron Co., Limited

HAMILTON, CANADA

BAR STEEL

Angles
Washers

Bands
Axles

BAR IRON

Splice Bars
R. R. Spikes

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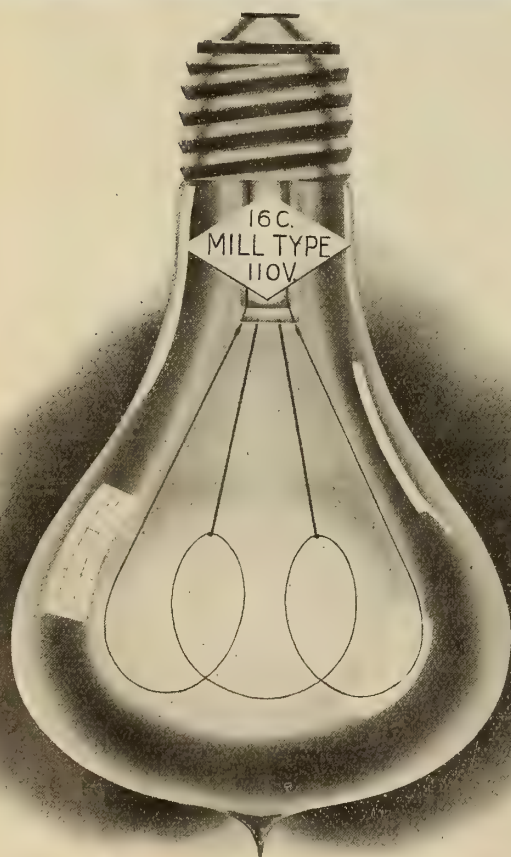
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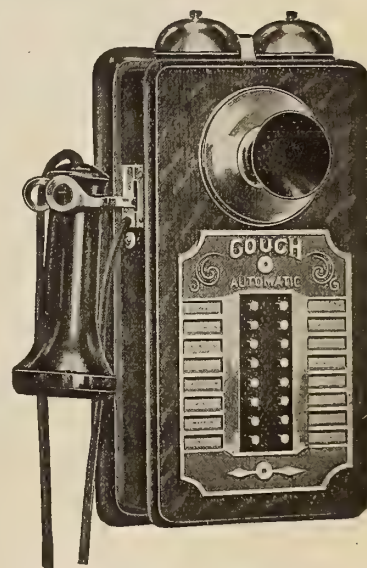
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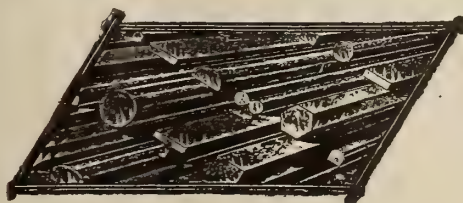
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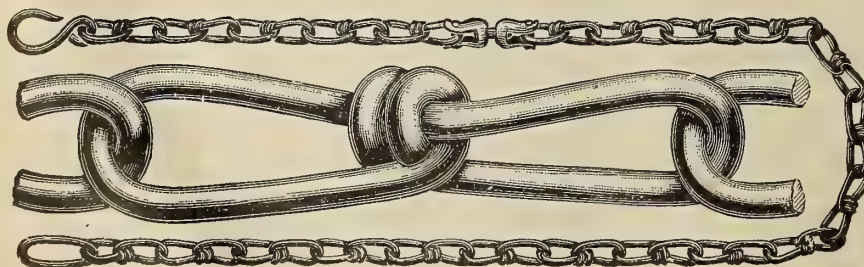
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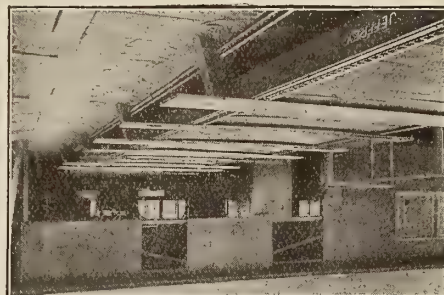
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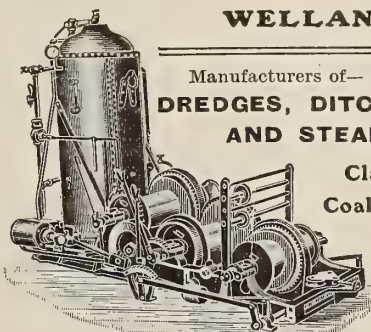
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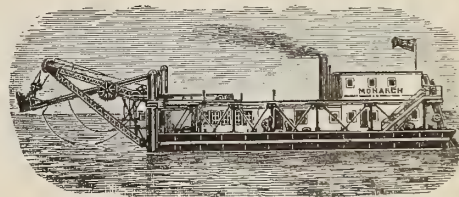
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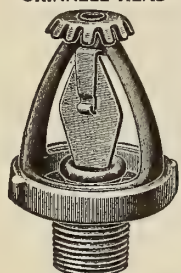
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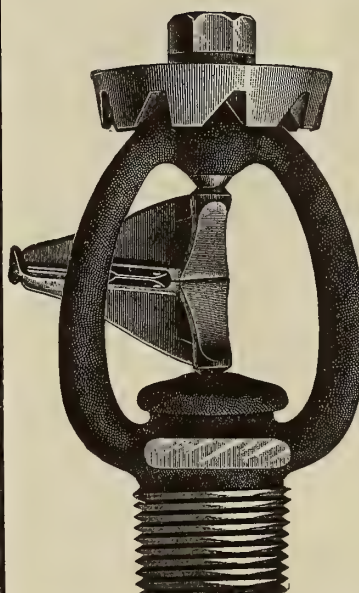
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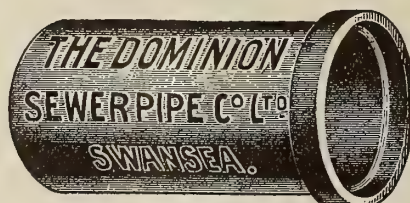
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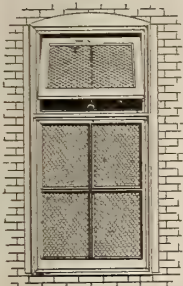


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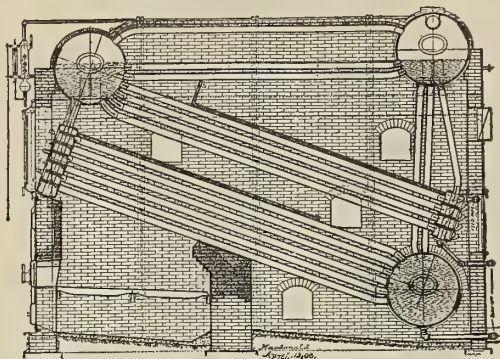
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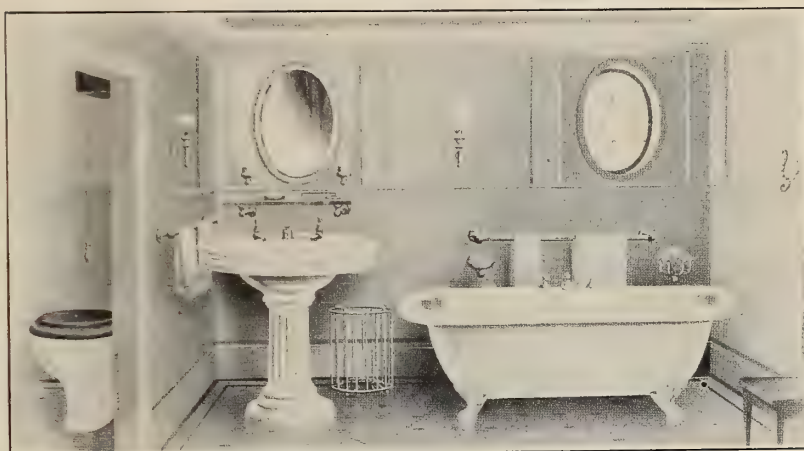
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It will pay you.

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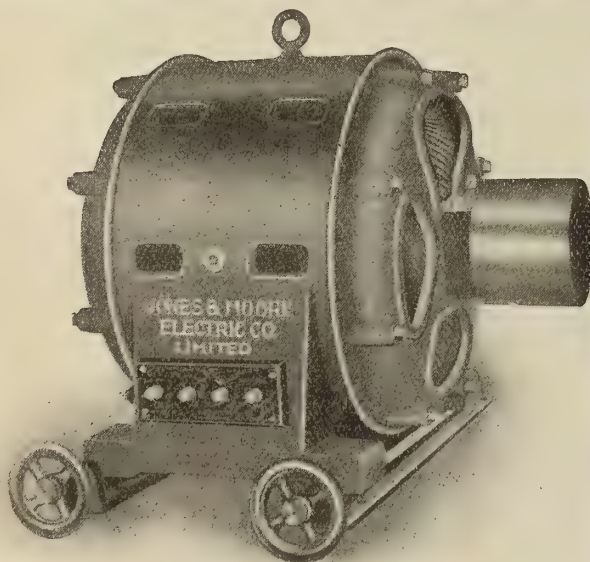
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Jones & Moore Electric Co.

Limite 1

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Manufacturers of
DYNAMOS AND MOTORS FOR ALTERNATING
AND DIRECT CURRENT
REPAIRS TO ALL SYSTEMS

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CORUNDUM AND



EMERY WHEELS

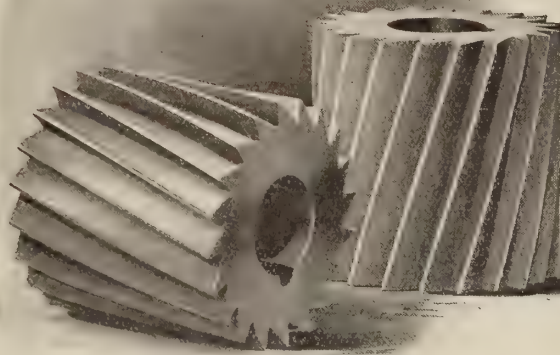
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Hart Silicate
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We have improved our Vitrified Process, and as a result, in competition with the best American wheels, have secured contracts that we could not book before.

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Write for our new 143-page Catalogue, the best issued



Boiler Makers' and Machinists' Small Tools



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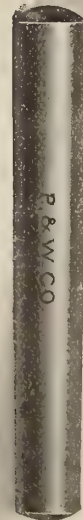
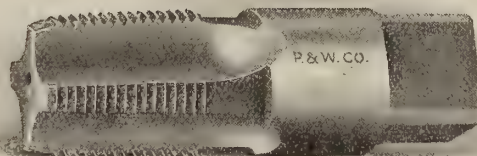
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Special Bolts, all kinds

HOT PRESSED NUTS

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THE BEST SECURITY
 is none too good.

Therefore
 Why buy Semi and Full Finished
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TURNED STEEL
 product can be procured at the same price?

THINK IT OVER

Then write to us for Catalogue and discounts.

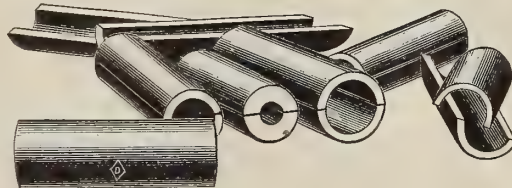
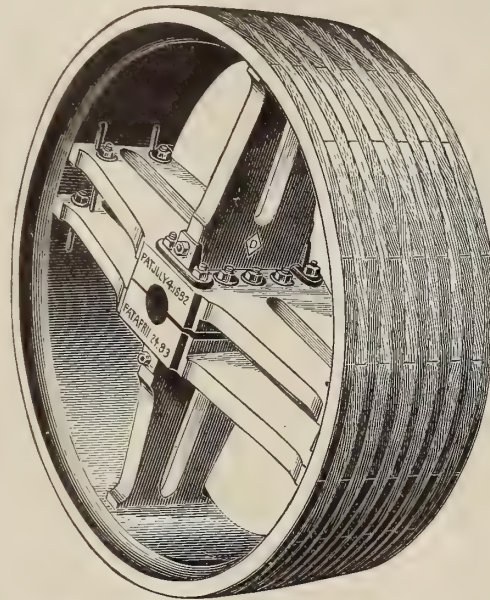
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Selected
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Bushings are
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Arms are
Anchor-Bolted to
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Every Pulley
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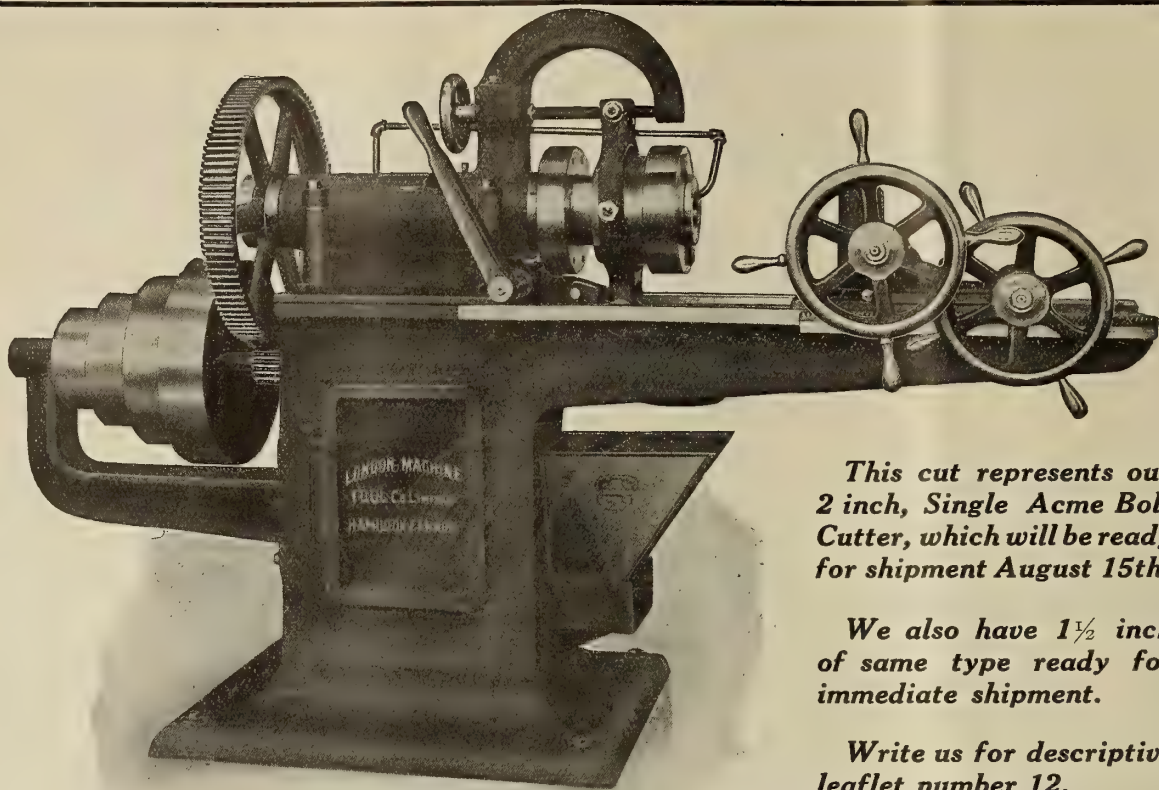
Our construction
ensures No Slipping
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Please Compare with any other Make.

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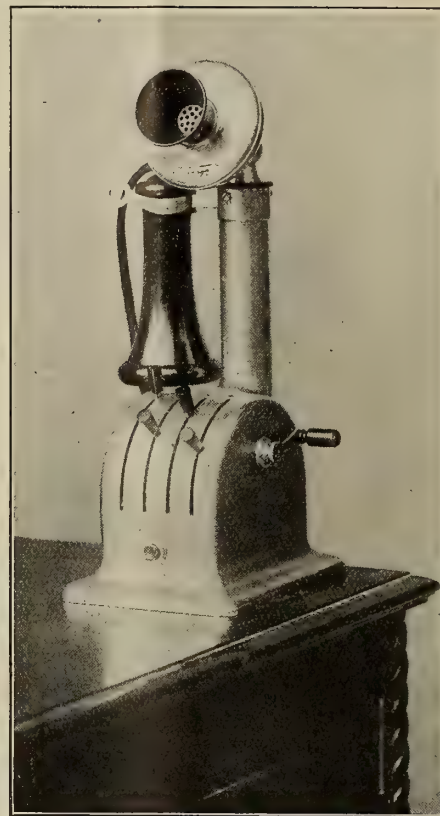
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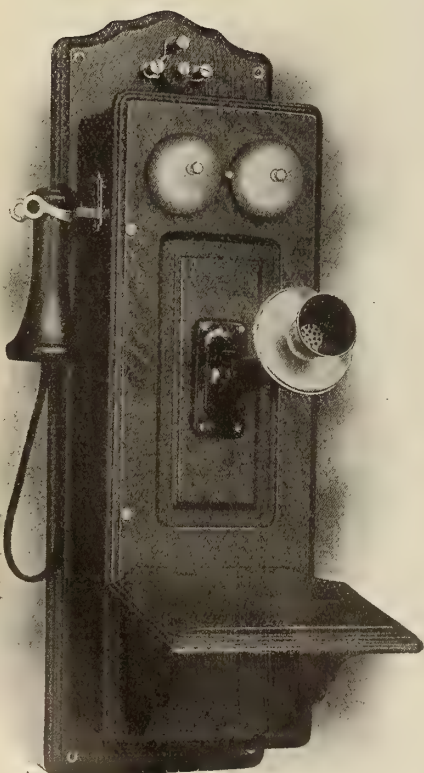
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Let us place our experience at your disposal. Full information with prices and suggestions will be gladly given.

Come to the Toronto Exhibition with the intention of seeing our exhibit and discussing the situation with us.

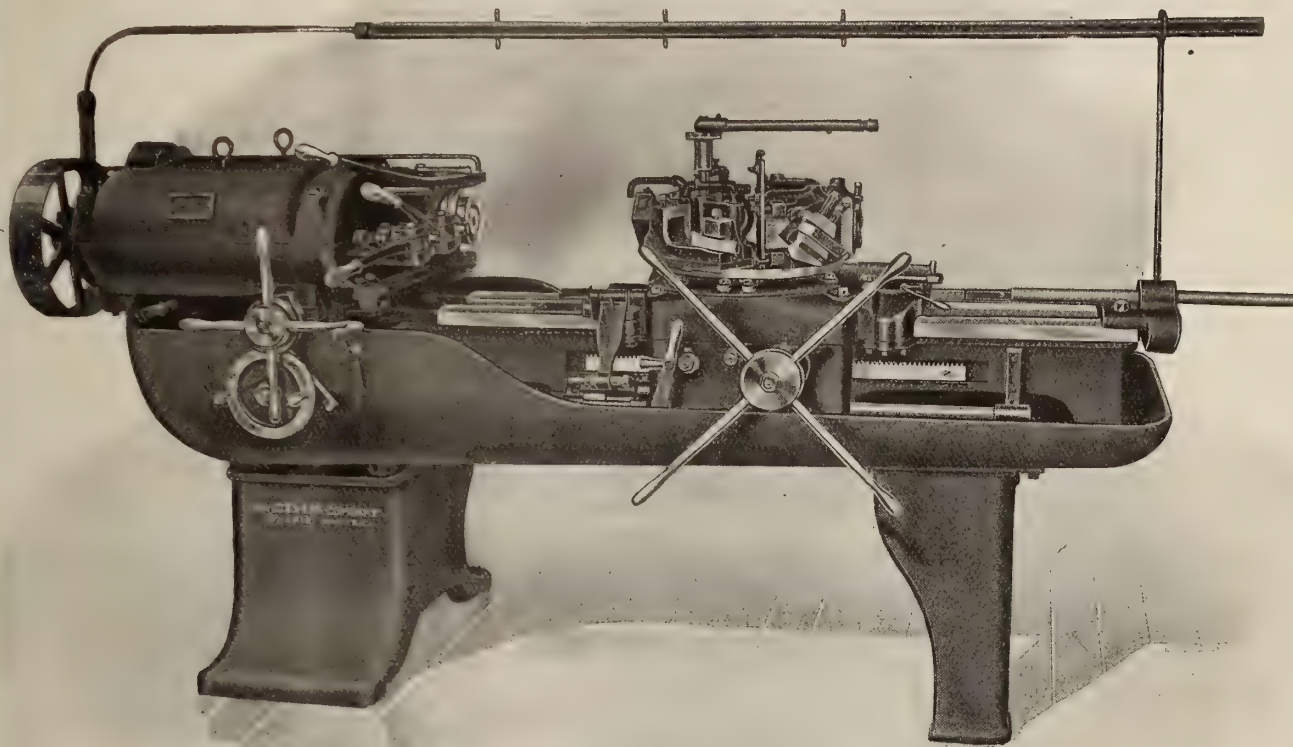
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TELEPHONE CO., LIMITED**
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whether busy or not, will find out

FLAT TURRET LATHE

a splendid investment, as it saves in wages about \$1,000 per year. It does not require a very large business to do this either, as it can be used on chucking work as well as bar work. All will agree that a return of 50% to 75% per annum in these times should not be ignored.



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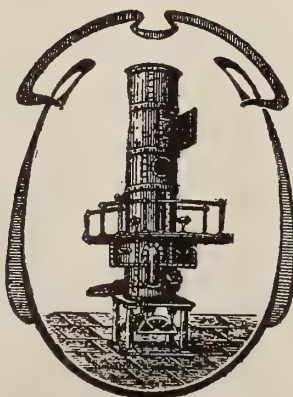
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would burn anthracite screening under your boiler and save 40 per cent. in money. 30 Venetian Grates in Montreal.



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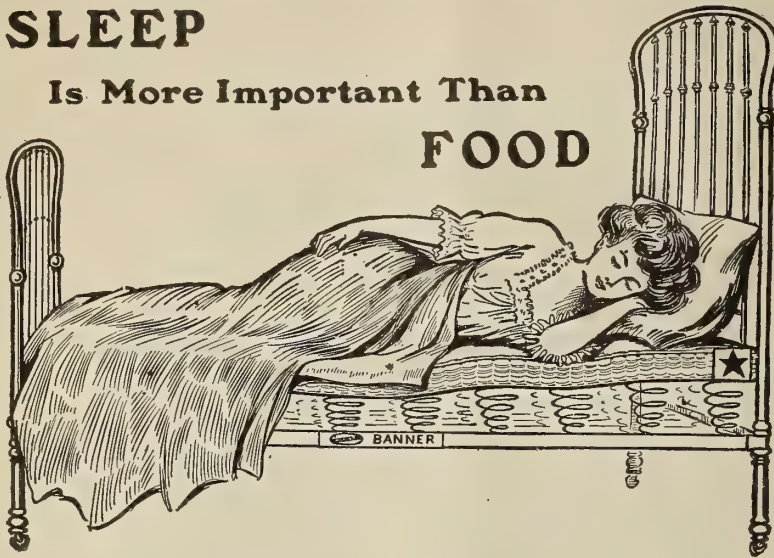
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FOOD



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"STAR" Felt Mattress

and a

"BANNER" Spring

fill this bill exactly—will give you comfort and rest—will prevent that tired feeling next morning. The two cost less

than a cheap hair mattress, and are good for an ordinary life-time—no cleaning—no repairs.

We are the largest Manufacturers of Bedding in Canada, and protect you by this Trade-mark, which is plainly shown on each, and is

A "MONEY BACK" GUARANTEE

If you don't sleep well, or have that tired feeling next morning, it will pay you to change your present Spring and Mattress for a "Star and Banner."

If your dealer will not supply you, send us a Post-card.

THE **ALASKA FEATHER & DOWN CO. LIMITED**
MONTREAL



**Dominion
Express**

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Safe Convenient Economical

Payment is guaranteed and a prompt refund will be made, or a new order issued without extra charge, if order is lost, stolen or delayed in transit.

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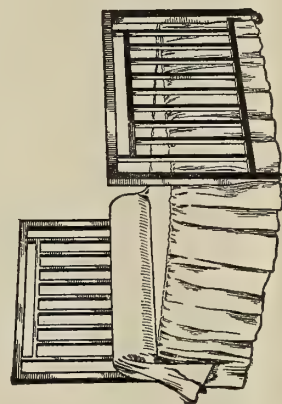
In denominations of \$10, \$20, \$50, \$100 and \$200, with equivalents in Foreign Money printed on each cheque. They are self-identifying and payable everywhere.

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Canada**

Numerous branch agencies in Drug Stores, etc., convenient to business and residential districts, open early and late.



Brass Quality Beds are made in designs to harmonize with all styles of furniture. First cost is a few dollars more, but they will prove more economical in the end.

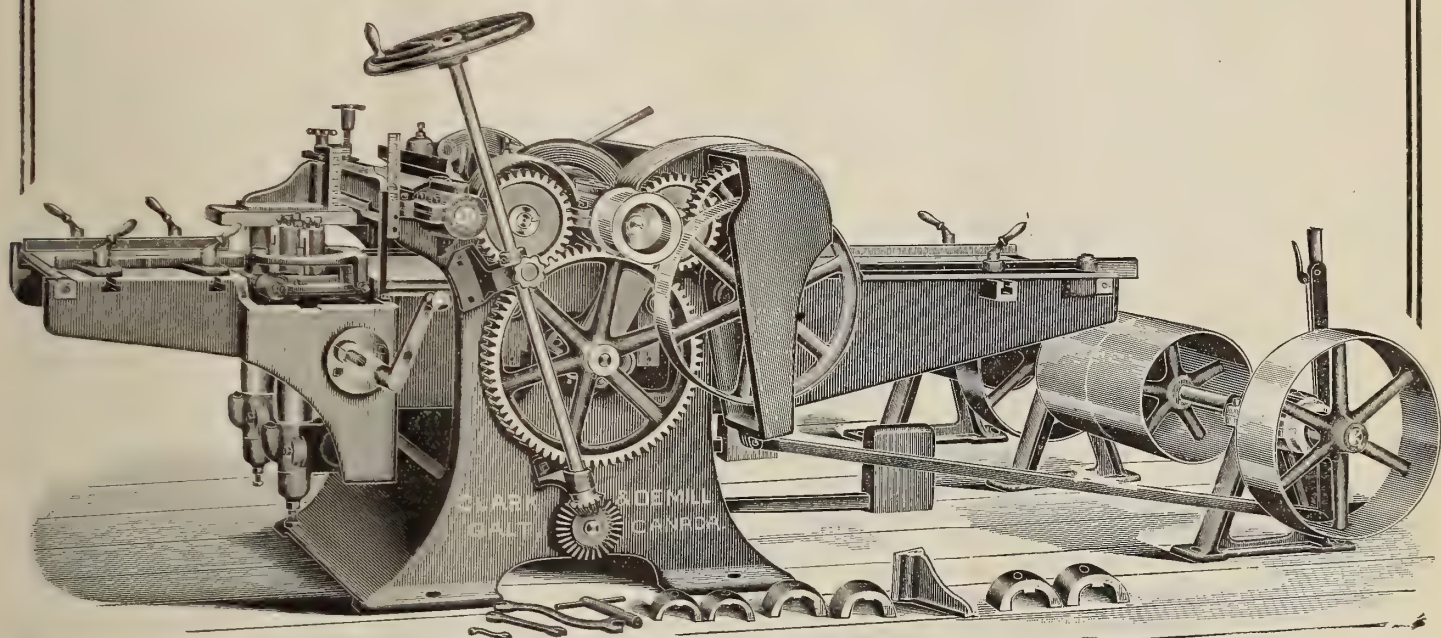


A Bedstead that doesn't require constant attention with a cloth in order to maintain its bright, clean appearance—that saves many hours of labor per year—that is the most sanitary in the world—that will outlive any wood or enamel bedstead—such a bedstead is the *Brass Quality Bedstead*.

You should be able to buy *Brass Quality Beds* at any first-class furniture store. If not, write direct to us.

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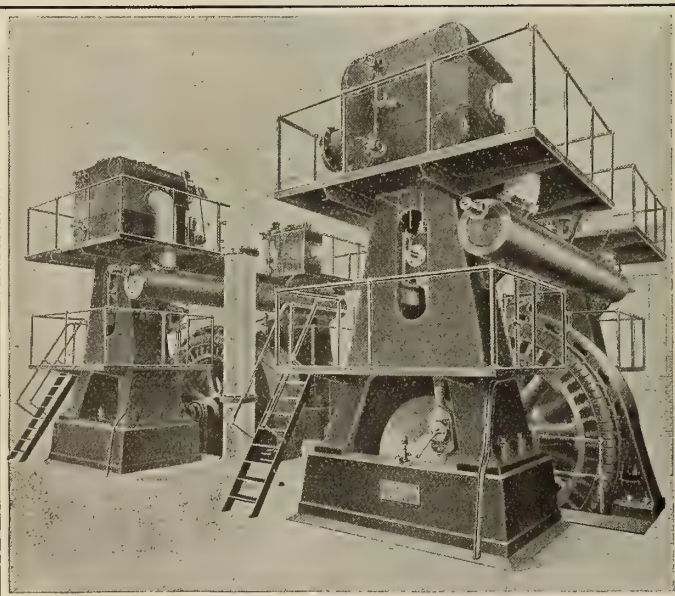
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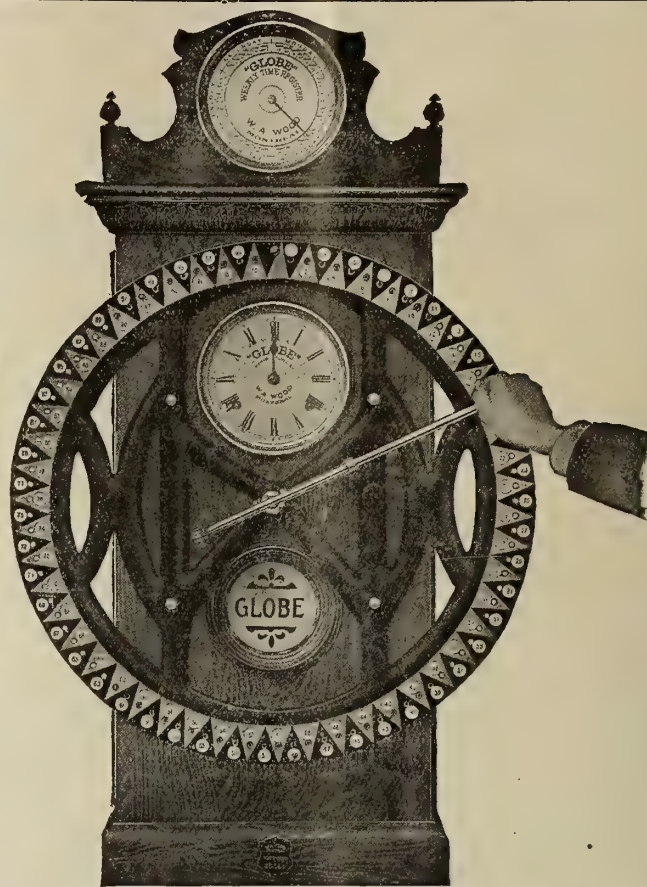
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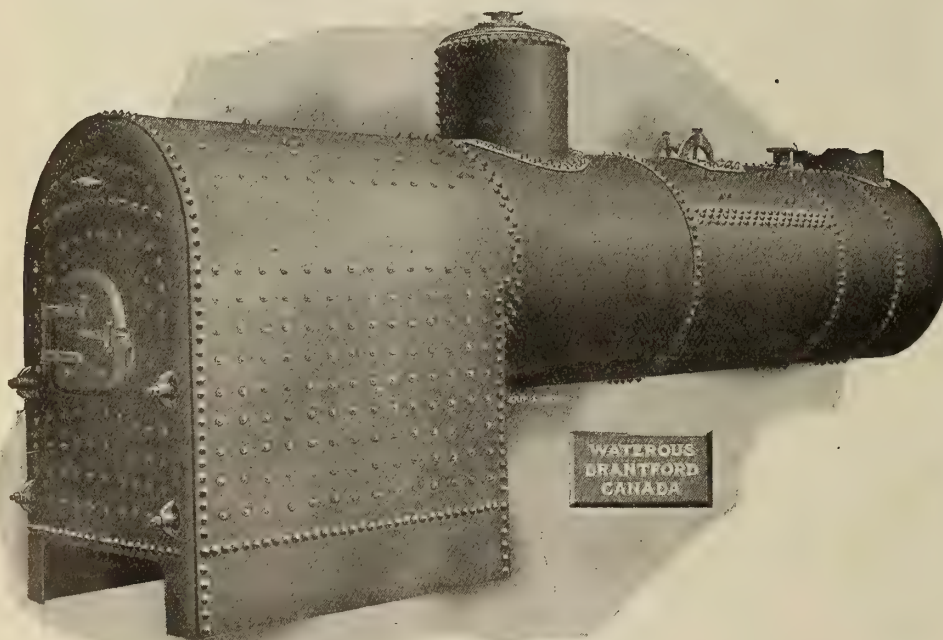
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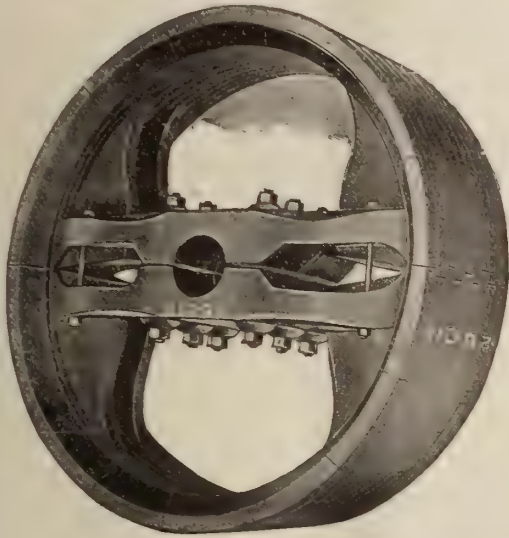
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INDUSTRIAL CANADA

ISSUED BY
The CANADIAN MANUFACTURERS ASSOCIATION.
INCORPORATED.

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No. 2

INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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THE EDITORIAL VIEWPOINT.

The C. P. R. Strike.

THE strike among some eight or nine thousand employees of the Canadian Pacific Railway has been timed by the union to deal a blow at the returning prosperity of the country. After a year of marked dullness everyone was looking forward to the marketing of the North-West crops to bring about a return of that great prosperity which had turned the eyes of the whole world on Canada. Never was there greater promise. The crop was bound to be a record one, the price of wheat was high, and there was every reason to believe that the farmers of the West would have money enough this fall to pay off all their liabilities and have a comfortable margin to spend on new purchases. But all this depended on the crop being got to market in good time. The accomplishment of this task rested almost wholly with the C. P. R. From the wheat fields to the head of lake navigation the C. P. R. forms the main highway for the transportation of the products of the farm. No one knows this better than the men who are now on strike, and no one realizes more fully than they how vitally

important it is to Canada to have that vast harvest turned into cash with the least possible delay. Not only do they realize the great importance of keeping the C. P. R. in the very highest state of efficiency during the crop movement, but they count on it as their chief ally in forcing the company to grant their demands, which an arbitration commission, asked for by themselves, have found to be unreasonable and unjust. The action of the union in bringing on a strike at this particular time, and in disregard of the award of the arbitrators, cannot fail to injure them and the whole cause of unionism in the eyes of the public. Choosing the time they did to strike, the war they are making is not merely an attack on the C. P. R., but it is an attack on the whole of Canada. It is hard to believe that this unpatriotic strike is under the direction of Canadians, and, indeed, there are those who see in it the work of alien agitators, whose aim is to injure Canada for the benefit of interests they serve. However this may be, the men responsible for this strike, be they whom they may, are no friends of the country, nor of the men they lead and whose interests they pretend to serve.

The Railway's Position.

THE railway company claims to be in a position to fight the strikers without crippling its service. The men who have gone out are the mechanics employed in the company's shops, and the company says it has all the rolling stock it requires, and can stand the closing down of its works for a time. The men who are engaged in operating the road are not affected, and say that they will not go out on a sympathetic strike. It is to be hoped that the company is as well prepared as it claims and that the strike will fail in its object. Public sympathy is with the company, which promptly accepted the award of the arbitrators, notwithstanding that the decision went against them on several important points. Realizing the importance to the whole country of a prompt handling of the harvest, they willingly accepted the sacrifice of a part of their claims rather than in any way jeopardize the general welfare. The difference in the attitude of the contending parties towards the general public makes a striking contrast. Utterly regardless of the great public injury that might result from their action, the men selfishly demand their pound of flesh;

the company, on the other hand, promptly accepts an award which falls far short of what they claim to be justice to them. The railway's attitude could not be better nor the men's worse, as viewed from the outside.

The Root of the Evil.

WE have every respect for the Canadian workingman. As a rule he is far above the average of other countries, and we are always pleased to see him doing well and living well. Individually the Canadian workingman has our respect and admiration, but as we find him in his unions he is far from an admirable character. Self-reliance and independence are the most admirable characteristics of real manhood, and neither of these is possessed by the union man in Canada. He is merely a puppet at the beck and call of an alien organization. When the order goes forth for him to lay down his tools he whines for support from a foreign body, assuming an attitude of dependence that renders him utterly despicable. So long as this international unionism continues there will be needless trouble in this country. The Canadian union men, without knowing it, allow themselves to be used. Whether or not they are being used in this instance we do not venture to say, but the peculiar circumstances of the case have, to say the least, a very suspicious look. A correspondent of the Montreal Gazette, writing from Washington, says that in that city there is, amongst the labor leaders, a suspiciously intimate knowledge of all that is taking place along the whole line of the C. P. R., and one labor leader there told him that he thought "John Mitchell would possibly know something of the true inwardness of the Canadian trouble." Asked why Mitchell should interest himself, he said: "Since John was taken into camp by the President and photographed in company with Andrew Carnegie his Americanism—which is another name for political ambition and advancement—has become very robust. We have been having very hard times in the United States. You in Canada, on the other hand, have not felt the pinch in anything like the same degree. You have, so to speak, proved your financial autonomy since the big slump of last October. You have, for almost the first time in a big way, been recognized in the London money market as a separate entity. So far as the financial aspect is concerned, Canada's value, independent of the United States, has been remarkably demonstrated since last October. The Canadian Pacific helped to demonstrate it. Now the Canadian Pacific is being hit. You may excuse the strikers on the ground of lack of capacity, or lack of opportunity, to study and thereby to understand all of the international aspects of the case; but in participating in the strike under present conditions the Canadian workingmen are committing a great offence against the country's ultimate welfare. They are putting back the hands of the clock of progress for a personal or temporary advantage, and they are, unwittingly one must believe, striking a blow at Canada

at a critical juncture." This is a strong arraignment, but it will not surprise those who have had to deal with strikes in this country which were engineered from across the border. It has always been the imported agitator who has been the most troublesome. In this instance it would not surprise us to learn, as hinted in the above quotation, that the real cause of the strike on the C. P. R. could be traced back to Wall Street. It would not be the first time that American labor leaders had feathered their own nests by such methods. Some day our workingmen will learn wisdom, and then there will be an end to international unionism, which is the curse of the Canadian workingmen to-day.

The South African Preference.

SOME months ago we called attention to the complaint that Canadian manufacturers were making what the South Africans considered a misuse of the preference which Canada enjoyed in that country. In confirmation of an interview which he granted some time ago, Hon. J. A. Miller, Minister of Trade and Commerce of South Africa, writes to a correspondent as follows:

"With reference to a conversation in regard to the operation of our preferential tariff in connection with Canadian goods, I may inform you that I stated publicly to a deputation that waited upon me recently that it had come to my knowledge that, in some instances, the whole of the preferential duty had been added to the cost price of certain articles, although previously they had been selling at a lower price, and this with a profit, although perhaps small. I may say that I am watching the operation of this preference closely, and if events show that what I have indicated is the only benefit derived from conceding a preferential tariff, I shall put the matter before my colleagues in the Cabinet and submit proposals to them repealing the preferential duties on these particular lines of goods."

There is no mistaking the meaning of the above quotation from the Minister's letter, and those amongst our manufacturers who are doing business with South Africa will do well to take heed of the warning it contains. If the preference, which is a great advantage for the Canadian manufacturer, is once repealed, it is not likely that it will ever be enacted again. The Canadian who could pay the full duty and sell his goods for a less price at a profit must surely be getting more than his fair share of the profit now. The Government of South Africa is justified in objecting, and if the warning of the Minister is not heeded they will be equally justified in withdrawing the preference. The preference means a loss of revenue to the Government, and they have a right to expect that at least a part of the loss will be their own people's gain. It is too much to expect that they are going to allow us to collect the whole of it for our own pockets.

The Cattle Embargo.

THE agitation for the removal of Britain's embargo against live cattle has again come very much to the fore, and is being widely discussed both in Canada and England. The cables are being kept busy telling us one day of some deputation which has waited on the British Government with the request that the embargo be removed, and the next day there is an equally long despatch telling of some other deputation in favor of its retention. It is questionable whether the agitation is worth while so far, at any rate, as Canada is concerned. If the embargo were removed to-morrow it would mean simply that the Canadian cattle raiser would have the privilege of shipping lean cattle to England to be fattened for the market there. To-day he has to have his cattle in condition to be slaughtered on landing. It seems to us the latter is far more desirable from the Canadian point of view. The fattening of the cattle in Canada means the using of a lot of the coarser grains, of thousands of tons of millfeed and bran, and lastly, and most important of all, it means the return to the soil of valuable constituents of nutrition. It seems to us that the whole trouble is the outcome of a feeling of hurt dignity, rather than of financial loss. Perhaps the rancher would make more money by shipping his cattle in a lean condition, but the country as a whole would be the poorer. In like manner the owner of a pulpwood forest may be able to get quicker, if not greater, returns on his raw material by shipping it out of the country, but the country is at a serious loss. There are conflicting opinions on all of these questions, but, to our mind, the one safe rule to follow is to adopt that course which means the spending of the greatest possible amount of money in this country. The finished product, whether of the farm, the forest or the mine, is the one that brings the greatest returns.

The British Patent Act.

IN referring in the July INDUSTRIAL CANADA to the new British Patent Act we said that it "was understood" that the requirement of manufacture within the United Kingdom would not be imposed on the colonies. We pointed out the great advantage that this would be

to Canada and the other colonies, as it certainly would have been. We are sorry to say, however, that the Act as it finally passed the British Parliament made no exception of the colonies, and consequently our manufacturers of patented articles are in no better position in Great Britain than are those of any other country. The proposal was made to except the colonies, and the cable despatches at the time said that it was "understood" that an exception in their favor would be made. As the matter remained somewhat in doubt, owing to the failure of the regular cable messages to give final information on the Act, we cabled a representative of the press in England, through the courtesy of the Montreal Star, and received a reply that the new Patent Act made no exceptions. Had Canada been excepted it would have been an appreciation of the preferential treatment enjoyed by the British manufacturer under our tariff, and which has had such a depressing effect on certain of our own industries. As the new British Patent Act is really

gone so far as to be a measure of protection for the manufacturers of Great Britain, it offered an opportunity to the British Government to try how an imperial preference would work out on a small scale. It would appear, however, that the British Government, in the matter of protection, is less imperial in its views than the Government at Ottawa, which has

The Wall Is Too Low.



Foreign competition has destroyed most of Canada's woollen mills and the process of extinction is progressing rapidly

sacrificed Canadian industries on the altar of its imperialism.

One Idea of Government Ownership.

GOVERNMENT ownership is being tried out in Manitoba in the matter of the telephone service, and there are a lot of people who advocate it for all manner of industries. During the investigation into the trouble in the cotton mills in Montreal an attempt was made to turn the inquiry into one on the benefits of Government ownership. Mr. Albert St. Martin, who represents the Socialistic element, is of the opinion that the cotton industry should be owned by the State, and he tried in examining witnesses to bring out opinions favorable to his view, but the commissioner shut him off. One woman witness said that she earned \$7.00 a week, and Mr. St. Martin came back at her with the question: "Would it not be nicer to work for the Government and

get a salary of \$50.00 a week?" The witness was not allowed to answer, but the question indicates the kind of ideas the advocates of Government ownership entertain. If the Government owned all the industries, they figure, they would get in salaries all the money that came in. Mr. St. Martin figures, in this instance, an increase of over 600 per cent. in salaries. Carefully and economically as private-owned industries are managed, very few of them have a net profit of 10 per cent., paying the wages they do to-day. Suppose the Government were willing to supply the capital to run the country's industries and pay the interest on it out of its other resources, saving the whole of the 10 per cent. now made, the woman in the case would get perhaps 70c. a week more than she is getting now. But then, with a management so reckless as to pay out its entire earnings in wages, there would be none of the economies now practised, and there would be no surplus earnings. But the public ownership advocates or Socialists, whichever you like, do not figure on the depreciation of plant, interest charges on capital required, and a hundred and one other losses, which, with careless management, would not only use up the whole of the earnings, but would fail to earn even the rate of wages now paid. It is a misfortune to have men preaching such doctrines as Mr. St. Martin upholds. Such teachings are the cause of a great deal of discontent that is manifested from time to time amongst the working people, who are led into false notions of the true conditions by such questions as, "Would it not be nicer to work for the Government and get a salary of \$50.00 a week?" Of course it would be nicer, just as there are a lot of other impossible things that would be nicer, but which never reach us in any other way than through our imaginations.

The Canadian-Australian Line.

ACCORDING to advices received from New Zealand the Government of that colony has refused to enter into any agreement to aid in the grant of a subsidy to the Canadian-Australian line, on the ground that, owing to the Brisbane call, the service is of no value to them. The Ottawa Government, it is also stated, refused to renew the subsidy under the increase asked for by the steamship line, which offered to supply an improved service. In a recent number of *INDUSTRIAL CANADA* we pointed out some of the shortcomings of the service under the old agreement, and indicated that an increased subsidy was necessary to insure an efficient service. As the Ottawa Government cannot see its way to increase the present subsidy and the New Zealand Government will not give any subsidy at all, the service, such as it was, will likely come to an end. The Premier of New Zealand has, however, expressed himself as in favor of the All Red Route, and says he is willing to contribute £75,000 annually towards the project, provided there are 18-knot steamers on the Pacific. There is a good market for Canadian manufactures to be

worked up in New Zealand, and with a preferential tariff in our favor in that country it should be a paying field, if we had the transportation facilities to carry it on. Perhaps the All Red Route will eventually come to the rescue, but meantime it would seem as if the advantage of the preference was to be lost to us through the disadvantages of transportation.

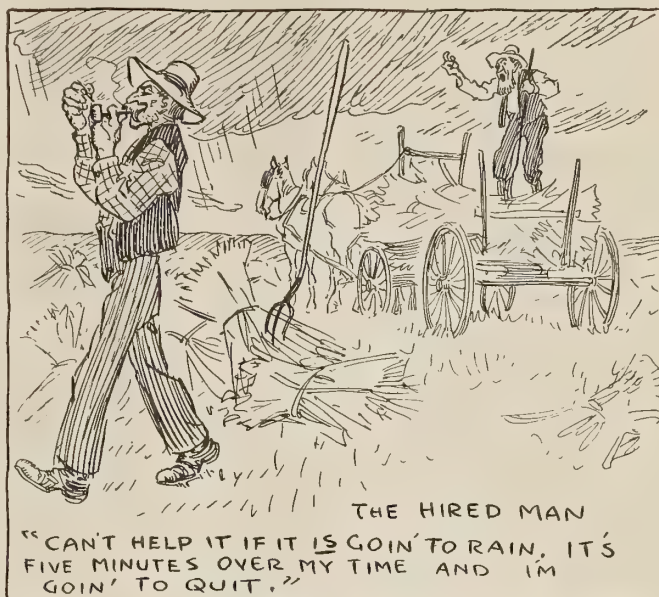
The South African Trade.

SOUTH AFRICA is a field which, it is alleged, Canadian manufacturers and exporters are neglecting. Canada has the advantage of a preferential tariff in that country, and the Elder-Dempster people have established a direct line, equipped with refrigerator spaces, sailing regularly to South Africa. Captain Jos. Martyn, F.R.A.S., who is chief trade agent for the line in South Africa, has come to Canada with a view of interesting Canadians in the trade which, he says, is being monopolized by the United States, notwithstanding the disadvantage they are under as compared with us. The trouble, he finds, is that Canadian producers, manufacturers and exporters do not realize how enormous is the scope of the market in South Africa. A large quantity of United States products are consumed in that country, not because of their superiority, but because the Americans take the trouble to push and advertise their goods. So convinced are the Elder-Dempster people of the field and of Canada's ability to supply its needs, once we, on this side, become acquainted with the market, that they are offering free passage with free transportation of samples to bona fide travelling agents and commercial representatives of good Canadian firms to South Africa, in order that they may have an opportunity to study the situation and satisfy themselves of the splendid opportunities for the expansion of our export trade offered by that country. The steamship people are certainly enthusiastic and willing to back their opinions up in a very substantial manner. South Africa, Captain Martyn assures us, is at the beginning of an era of great prosperity, and now is the time for Canada to secure a footing in the market and capture the bulk of the trade, which should come to us by reason of our tariff advantages and lower freight rates. The field undoubtedly appears to be worthy of an honest effort on our part.

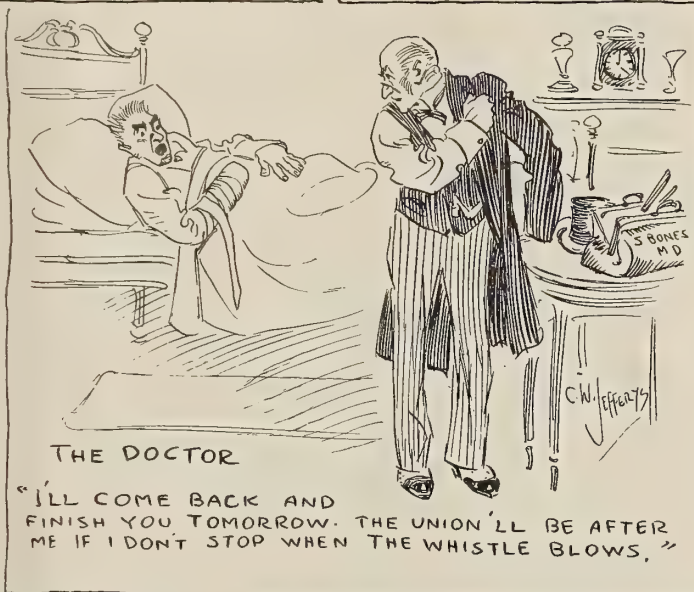
Is the Government Teaching Adulteration?

MR. R. F. HOLTERMANN, of Brantford, Ont., who is recognized as an expert in beekeeping and honey production, has recently called attention to a publication issued by the Department of Trade and Commerce last spring. This circular, Mr. Holtermann says, told how an artificial honey could be made, and how beekeepers having an inferior honey could help themselves out in adulterating it. This is surely a strange

Some Aspects of the Eight Hour Day Movement



business for the Department of Trade and Commerce to engage in. Parliament has passed a pure food law, in which severe penalties are provided for the crime of adulteration, yet, Mr. Holtermann tells us, one of the Government departments is teaching the people how to do that which Parliament has condemned. Not being beekeepers, we did not get one of these circulars, and have only Mr. Holtermann's statement of what it contained, but, if he is not mistaken in his reading of it, we do not wonder at his expressing disapproval of the Government for allowing it to be sent out.



A commission in Nova Scotia is investigating the conditions of labor with special reference to the establishment of a general eight hour work day

thing we have known in the past. Our temporary check has had a steadying effect, and we will be more cautious and careful in the future. Every industry that has withstood the stress of the past few months will be better and stronger than ever. In some lines there was too great expansion, and we have in mind two or three splendid industries that were ruined by too much prosperity. Business came to them in far greater volume than their capital warranted them in attempting, and when money got tight and the banks

refused to lend, disaster overtook them. There were many others who only needed a few more years of the kind of prosperity we had been having to lead them in beyond their depth. The depression came just in time to save them. Before they got in too deep they were checked and drawn back, and are now on a better and stronger basis than before, and will be better able to take care of the business that will come to them in the future. This century belongs to Canada, as the last belonged to our neighbors to the South. A setback now and then only gives us a breathing space before making another and a greater effort. The more hopeful view and brighter tone that we find everywhere to-day indicates that we are about ready to start again with renewed energy on our march of progress and development.

Beginning to Brighten Up.

IN moving about the country these days one meets with a distinctly brighter tone amongst business people than for some months past. There was never, at any time, a doubt in the minds of those who could see beyond the present that the shadow of depression which made things look a bit dark was thrown by a passing cloud. Already the sun of prosperity, which shone so brightly on us in the past, is breaking through, and it will not be long till we are once again basking in its warmth. The great harvest, which is now beyond the reach of accident, is but the beginning of a new period of progress and development which will surpass any-

WHERE FARMER AND MANUFACTURER MEET

The Essential Inter-dependence of the Two Industries

AT times, during the heat of a discussion on economic theories, it would almost seem that there was a cleavage of interests between the farmer and manufacturer. Happily, such an idea is largely confined to noisy politicians, and is not shared by any considerable body of the general public. A glance at the illustrations which we show herewith will suggest the real interdependence of the two classes. The farming industry has been revolutionized, if that can be called a revolution, which, in fact, is an evolution, by the introduction of improved farm machinery and the betterment of transportation facilities. More and more have the manufacturers devised implements to lighten the work of the farmer, to facilitate his operations and to improve his chances of success. Such improvements have become necessary as a result of altered conditions. In the West, large farms have become the common thing. Where three hundred and twenty acres or more are under cultivation, it requires more than the farmer and a hired man to do the work. Yet the work is only for a part of the year. It does not pay to keep a staff of men around all winter doing nothing, and it is not possible to go out at special seasons and get the requisite additional help. Nothing but labor-saving devices in the form of improved machinery can meet the requirements. Hence the manufacturers of farm implements have bent their attention to the development of machines which would replace men in the ordinary operations of agriculture. How successful they have been is shown in the steam plow, which cuts its ten furrows without the use of a single horse; the binders which cut and bind the grain in a seven-foot swath, and the threshing machines, which separate

the grain from the chaff. Successful farming depends in no small degree on the doing of a specified work in the shortest possible time. It is impossible to depend on a doubtful labor supply. Modern machinery saves the situation.

The manufacturer and farmer are brought into contact at every point. All the operations, from sowing to reaping, are carried on jointly by the intelligent efforts of the maker of implements and the user of them. Between those so closely related there can be no real antagonism of interest.

But the farmer is interested, financially interested, in the grain until it reaches the final consumer. All intermediate steps are of vital importance to him. Hence the mills which grind the grain come within his view, and once again connect the farmer and the manufacturer. The development of new machinery, whereby the mills may operate more rapidly and more economically, mean much to him in making his lands valuable and his work profitable. The modern rolling mill shows little resemblance to millstones which preceded it.

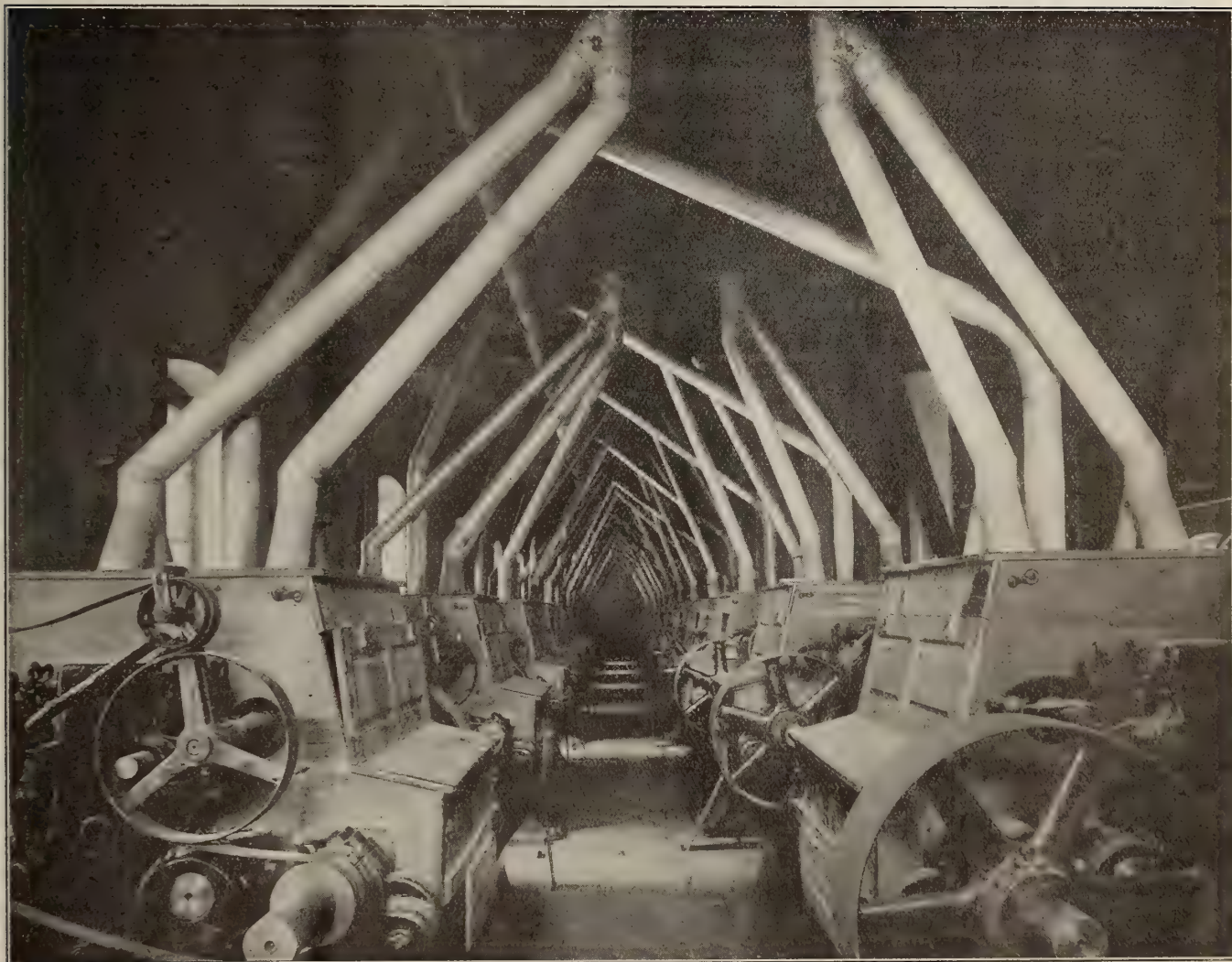
How much more there is to show the interdependence of the two classes of industry it would be impossible to specify in detail. The elevating and transportation companies carry on the contact over a wide area. From these it spreads out over the innumerable manufacturers who make equipment for elevators and railways, constantly improving them and increasing their usefulness to the farmer. From which it would appear that there can be no real conflict of interests, except in the minds of those who think they will profit by alleging that such exists.



A ten furrow steam plow, built by the Cockshutt Plow Co. doing the work of several men.



A typical scene where modern machinery he'ps the farmer.



The grinding room in the big flour mill of the Western Canada Flour Mills Co., Limited, at St. Boniface, Man.

THE MAKING OF STEEL

By I. C. Mackie.

A Glimpse at the Processes by which Iron and Steel are Manufactured

THE works of the Dominion Iron & Steel Co. are situated along the east shore of the inner waters of Sydney harbor and the arm known as Muggah's Creek, which is about one-third of a mile in width. The shore line on the side of the harbor runs roughly north and south.



Blast Furnace Bosh

The mouth of the harbor is eight or nine miles to the north of the works. Five miles to the northwest, on the opposite shore of the harbor, is the Town of North Sydney.

The main portion of the company's land is triangular in shape, with its base, the longest side, following the shore of the creek, and is about five hundred acres in extent. Its area is, however, a constantly increasing quantity. Every day there is available about one thousand cubic yards of refuse for filling purposes. This consists chiefly of slag from the iron and steel furnaces, and ashes from boilers and gas producers. The creek offers an ideal dump for the slag, the disposal of which, in some plants, is a troublesome problem. Thus the shore line is constantly creeping outwards. Already between fifty and sixty acres of excellent yard room have been built up, the average depth of fill being about thirty feet. The wooden bridge, one-third of a mile long, which stretched across the creek, connecting the plant with the business portion of the city, is being replaced by an immense causeway of slag, etc., wide enough to accommodate several railway tracks.

The Constituents of Steel.

The chief substances essential to an iron and steel industry are coal, iron ore and limestone. The coal supply for the Sydney works comes from the collieries of the Dominion Coal Company, in the Glace Bay district, about ten or twelve miles to the east. The enormous quantity of 80,000 tons per month, about one million tons per year, is consumed.

The ore is brought from the company's own mines at Wabana, on Bell Island, near St. John's, Nfld. The deposit is very extensive, and the ore easily and cheaply mined. Wabana is about forty-four hours' steaming from Sydney for the ore boats.

The limestone is quarried from the company's own deposits at Marble Mountain, on the Bras d'Or Lakes, less

than sixty miles' sail from Sydney, and is brought to the works by steamer in four-thousand ton lots.

The number of men employed at the Sydney works is about twenty-seven hundred, at the Wabana mines about one thousand, and at the quarries about five hundred, making a total of forty-two hundred.

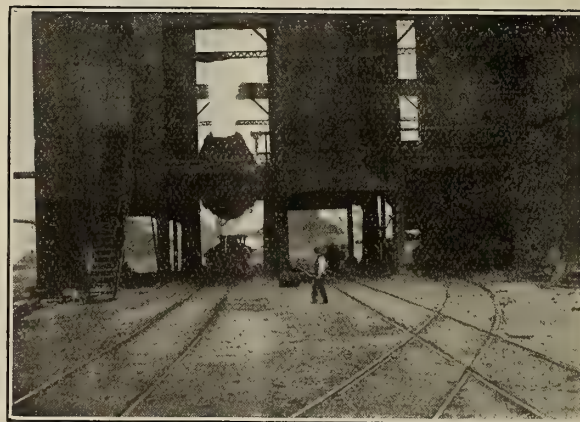
An important consideration to a steel works is that of water supply. The company has its own system. The reservoir and pumping station are four and one-half miles away, on Sydney River, and supply a daily consumption of about eight million gallons. Provision is made to use a considerable amount of water over and over again. In addition to this supply, a much larger amount, about eighteen million gallons daily, of salt water, is pumped from the creek for cooling purposes at the blast furnaces.

The furnaces, rolling mills, shops, etc., of the steel works stretch in a line along the base of the triangle, parallel with the shore. Farther back, at the triangle's apex, is the coke ovens department, and by-product industries, of which we shall speak later.

How Raw Material is Handled.

From the northern end of the waterfront, two great piers run far out into deep water. Number one, the low level pier, is used for shipping finished materials, and for discharging miscellaneous cargo. To number two, the high-level pier, come the ore and limestone boats for unloading. The machinery for this purpose is of the most modern. Rocking cranes that surmount the pier lean far over, the "grabs" are lowered into the open hatches of the freighter, the steel jaws come together, taking four or five tons of ore at a mouthful. Controlled by an unseen hand, this is hoisted high in air; the crane rocks in over the pier, the jaws relax, and their burden of ore or stone drops down a chute into the empty hopper cars waiting to receive it. With "grabs" at work on every hatch, the cargo is eaten out at the rate of five hundred tons per hour.

The plant is, of course, provided with a complete system



Bessemer Converter in Action

of tracks, there being about thirty miles of standard-gauge and six or seven of narrow-gauge used in connection with the steel mills. A large number of locomotives are in constant service.



The Pig Casting Machine

Ore and limestone go from the pier to the blast furnace bins, whence it may be transferred direct to the charging cars for immediate use in the furnaces, or, by means of the four Brown "hoists" or bridges which span the huge stock pile, may be piled up for future use. The mixed burden of coke, ore and limestone is charged with regularity into the top of the furnace by means of cars which run on a ladder-like track from below the chutes of the stock bins to the furnace tops, and there automatically dump their load. Close to the bottom of the furnace, and distributed evenly about its circumference, are twelve pipes or tuyeres, through which the hot-air blast enters. About forty-five million cubic feet of air must be forced daily through each furnace. The blowing engines for this work are five in number, each delivering over one thousand cubic feet of air per revolution.

Intense Heat Necessary.

The intensely hot, burning coke reduces the ore and melts the resulting iron. The function of the limestone is to form a fusible substance, or slag, with the earthy, sandy and other impurities in ore and coke. The molten iron runs to the bottom or hearth of the furnace, and the lighter slag floats on top. Each is drawn off periodically from its own aperture. Where the tuyeres enter, and for a few feet above, which part is known as the bosh of the furnace, the most intense heat is produced. No lining could long resist the conditions prevailing here unless artificially cooled. For this reason a great many hollow, water-cooled plates are set into the brick-work of the bosh walls.

A large amount of the slag from the blast furnaces is granulated by throwing a heavy stream of water on the molten substance. The granulated product is sold to the Sydney Cement Co. for the manufacture of their well-known cement.

The enormous quantity of gas issuing from the tops of the furnaces is an excellent fuel and is brought down through large conduits

for use. It constitutes the only fuel under a line of thirty 250-horse-power boilers, which supply steam for the five great blowing engines, for the electric power plant, and for the ore-handling machinery at the piers. The power plant comprises three 800 K. W. direct-current dynamos, driven by Laurie engines and two 500 K. W. alternators, actuated by engines of the cross-compound vertical type.

Another portion of the blast furnace gas is used to pre-heat the air of the blast. This is done in the so-called stoves, of which there are four to each furnace. These are steel structures, almost as high as the furnace itself, lined with a checker-work of fire-brick. Three of the four stoves belonging to a single furnace are always being heated by a large gas flame, while through the fourth, previously heated to a high temperature, the air of the blast is passed before entering the furnace itself.

A Combination of Methods.

The "duplex" process, one of the most modern developments, is used for converting the pig iron from the blast furnaces into steel. That is, both the Bessemer and open-hearth processes contribute to the purification. The silicon and most of the carbon of the iron are removed in less than ten minutes' blow in the Bessemer converter. The metal is then poured into the basic open-hearth furnaces for phosphorus removal. This undesirable impurity is reduced to a very low figure, which fact gives to the open-hearth rail its well-recognized superiority over the Bessemer product.

The molten pig of the blast furnaces is not allowed to solidify till changed into the pure steel. A large gas-heated furnace, called a mixer, is used as a reservoir of molten pig metal, from which iron can be poured as required. In the Bessemer plant, there are two fifteen-ton vessels. The well-known rapidity of action of the Bessemer process renders this installation ample to supply the ten



Tapping an open hearth furnace.

basic open hearths, each of fifty tons' capacity. These furnaces are all under one roof, an immense structure with the most modern machinery. There are three travelling seventy-five ton electric cranes for handling the huge ladles holding fifty tons of liquid steel, electric charging



View along tops of open hearth furnaces.

machines, etc. The hearths are heated by gas furnished by a battery of gas producers alongside the mill.

Each furnace has its two sets of regenerative chambers, large brick passages lined with a checkerwork of fire-brick. One set is being heated to a white heat by the waste gases from the hearth, while through the other set, previously so heated, are passed separately the air and gas to be pre-heated before mixing and burning in a tempest of flame that sweeps rapidly across the hearth from end to end. Every twenty minutes the direction of air and gas is reversed, so that one set of regenerators is always hot. The waste gases pass from the regenerators to the one hundred and fifty-foot stack with which each furnace is equipped.

A Fifty-Ton Charge.

Each hearth takes its charge of fifty tons of metal, generally a mixture of molten pig iron, blown metal from the converters and cold scrap steel. The "heat," as the charge is called, is worked with iron ore, lime, fluorspar and roll scale, and after a few hours is rendered pure steel, and is ready to be tapped. The tap hole is rammed open with a long bar, the furnace tilted over on its cradle-like setting, and its fifty tons of product poured into a large "ladle" or pot. While the steel is running, the necessary additions of ferro-manganese, and sometimes ferro-silicon, are thrown in and incorporated in the steel.

A two-inch hole in the bottom of the ladle is fitted with a graphite stopper, which can be raised and lowered at will, letting the liquid steel run into the ingot moulds. This operation is known as pouring, or teeming, the heat. A train of moulds rest on cast-iron cars running on the narrow-gauge track system. An ingot is about five and one-half feet in height, and eighteen by twenty-one inches in section, tapering somewhat toward the top. A locomotive now takes the train of ingots to the "stripper," where, as soon as the steel has solidified, the moulds are lifted off. The red-hot ingots go at once to the soaking pits of the blooming mill. These are brick-lined pits, heated by producer gas. Here the ingot remains until its greater internal heat has become diffused throughout the mass and all is at a uniform rolling temperature.

The rod mill is also of the continuous type, there being fourteen stands of rolls, reducing the inch-and-three-quarter billets to rods of circular section and about 13-64ths of an inch in diameter. In undergoing such reduction, the thirty-foot billet becomes elongated into over two thousand feet of rod. It is of course necessary for the speed of successive rolls to be geared up higher and higher, as the cross-section of the rod lessens, and the length increases. From the finishing rolls the red-hot product shoots at a speed of thirty miles per hour, and is wound on a spool. Two strands are rolled simultaneously, making one mile of rod per minute. This mill is capable of supplying 50 per cent. more than the entire Canadian demand, and holds the world's record for a month's output for this type of mill.

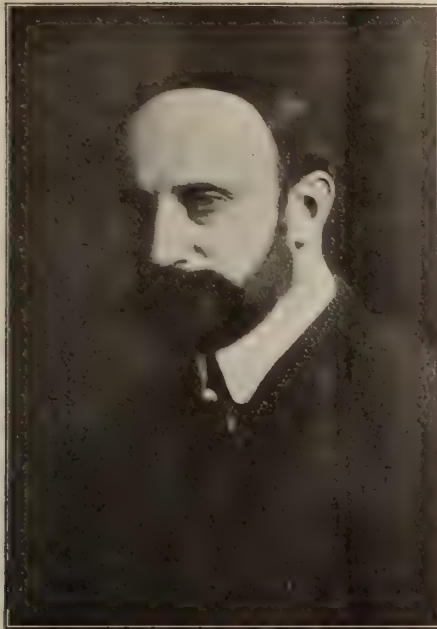
Far the greater part of the company's steel is rolled into rails of various sections up to one hundred pounds per yard. The rail mill rolls are in three stands abreast, the roughing and intermediate being three high, and the finishing two high. The bloom, eight by eight inches in section, is whirled along from the blooming mill on a cable car or buggy, and is deposited on the table leading to the roughing rolls. After a pass between the lower and middle rolls, the table is raised and the return pass made between the middle and upper. Back and forth it goes in this manner, the raising and lowering of the table being rapid. Then iron arms lift the entire bloom, now assuming a rail-like shape, across to the intermediate table. More passes are made here, the reduction being gradual. The last pass through the finishing rolls gives the rail its accurate section. A circular saw of special steel cuts the rail in one dash, accompanied by a shower of sparks. Allowance of about six inches in length must be made for shrinkage of a thirty-three-foot rail on cooling. A pass is then made through a pair of cambering rolls, which give the hot rail a mild bow shape, the head being the convex side. This makes the rail almost straight after cooling. The more massive head finishes at a higher temperature than the thinner web and flange, and so suffers more contraction on cooling. The final straightening, planing, drilling, etc., is done in the cold finishing mill. A ten thousand horse-power boiler installation drives the rolling mill engines. These boilers are especially designed to utilize low-grade fuel, the sludge from the coal washer; coke, breeze, etc.

A large machine shop and foundry, with a mechanical



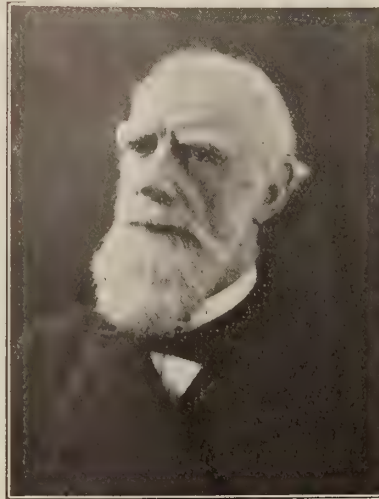
View of the Furnaces

staff of four hundred men, attend to this important phase of the plant's operation. The foundry handles the largest castings needed, making rolls for the mills, etc. There are also boiler, blacksmith, tin, carpenter, pattern and other shops.



Ralph Modjeski

Who with Messrs. Vautelet and Fitzmaurice will construct the new Quebec bridge.



Lord Strathcona and Mount Royal

Who will cross the ocean to be present at the banquet of the Canadian Manufacturers Association.



Sir Louis Jette, Lieutenant-Governor of Quebec
Who opened the Canadian National Exhibition at Toronto

MEN OF THE MONTH

Some Things which are Being Done and the Men who are Doing Them

BIG projects call for big men. But although that proposition is a self-evident fact, it does not necessarily follow that big men rise to the call. "I can call spirits from the vasty deep," says Glendower. "So can I, and so can any man," answers Hotspur, "but will they come when you call?" Experience goes to show that big men, men of capacity and resourcefulness, do usually appear when work demanding special talents is offering; at least such is the case in Canada. We have had many critical times in our brief history: the consummation of confederation, the building of the pioneer railway across the continent, and others; the pages in our history which record these, record also the lives of big men; Canada can produce a score of them.

For instance, we have Lord Strathcona and Mount Royal. There is no need to tell Canadians of what Lord Strathcona has done, how he has risen from being a factor in a far-off Hudson's Bay Company's post to being the representative of Canada's industrial life. Of more interest now than the story of his own material prosperity is the story of his work for Canada. As High Commissioner to England he has done a work for Canada of which no other man was capable. Yet, with all his years, he pursues a life of activity that would put a younger man to shame. He crossed the ocean to be present at the Quebec pageants; he returned to his office in London, and now promises to be back to take part in the banquet of the Canadian Manufacturers' Association at Montreal on September 17th. This at the age of 88.

WILL BUILD QUEBEC BRIDGE.

MR. RALPH MODJESKI is one of the engineers whom the Government has put in charge of the new Quebec Bridge. After the disastrous experience gained as a result of the former construction there will be no

chances taken on the new structure. Three engineers, each eminent in his own country, will design and build the new bridge. Of these Mr. Modjeski is of Chicago, Mr. Vautelet of Montreal, and Mr. Fitzmaurice is of London, Eng. It is believed that under the direct and personal supervision of these three the huge bridge will be carried to a successful finish.

THE GUEST OF THE EXHIBITION.

SIR LOUIS A. JETTE, Lieutenant-Governor of Quebec, was the distinguished guest who opened the Canadian National Exhibition this year. Canada has few men who present such an attractive personality as does Sir Louis. With the true grace of his ancestry he combines the gift of eloquence, with high legal attainments. His ability has been recognized by a long list of honors. As an honorary LL.D. of Laval, a Commander of the Legion of Honor, and a K.C.M.G. he has gathered in nearly all the decorations which a democratic state is able to give. His visit to Toronto was a graceful recognition of the unity of the Provinces of Ontario and Quebec.

THE POWER FIGHT IN HAMILTON.

IN Hamilton a mighty fight has been waged over the electric power problem. At the head of the Cataract Power Co. is Hon. J. M. Gibson. Mayor Stewart has placed himself at the head of those who favored making a contract with the Hydro-Electric Commission. Without going into details, it would appear that the people voted for an acceptance of the Commission's proposition. The Cataract Co., who have been supplying the city with light and power, then came along with a proposal to give power at 10 per cent. under the Commission's figures. The majority of the Council favored accepting the Hamilton company's terms,



Hon. J. M. Gibson

Who as head of the Cataract Power Co. has been in conflict with the Hydro-Electric Power Commission

and a by-law was passed along those terms. Mayor Stewart refused to sign it until compelled to by the courts. He does not, however, admit that he is beaten yet. The conflict may be continued till the people speak again at the next municipal elections.

AN ELECTRICAL ENGINEER.

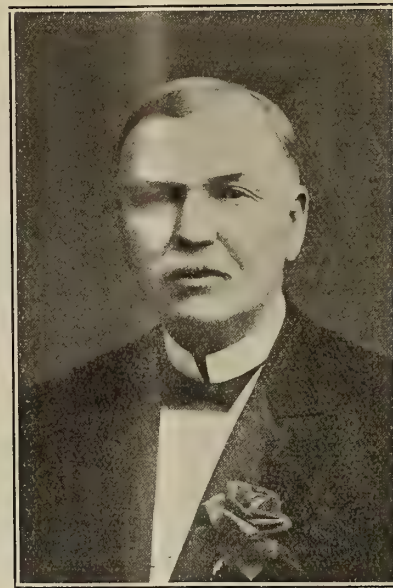
THE extensive work in designing and building the electric distribution plant of Toronto has been handed over to Mr. Kenneth L. Aitken, consulting engineer, of that city. Mr. Aitken has a big undertaking before him. The success of the cheap power movement depends as much on its cheap distribution within the city as it does on its economical transmission from Niagara Falls. Particularly in a municipal plant there will be many pitfalls lying before the man in charge. Under such circumstances too much aldermanic influence is a thing to be shunned.

CAUSES AND SOURCES OF CLAIMS.

THE stream of loss and damage claims may be likened to a great river.

The sources of the stream, the little springs, are the General Managers, the Traffic Managers, the classifications, the rates, the Contracting Agents, the people who ship, who haul the goods, who receive the goods, who load and handle cars, who forward the cars, who receive the cars and the goods.

One spring is the loading clerk. Is a car dirty? He doesn't see it. Does the roof leak? He loads in a freight house, and it isn't wet there. Had the car been emptied of lime, or cement, or oil, or bulk salt pork? In goes the flour, or the baled goods, anything that can be damaged by grease, soiled by dirt, spoiled by nails, ruined by water. He puts in goods that should go into other cars. He leaves out goods that should go in. Piles pig lead on cofins; stands slender tables on their legs, astride of other goods, and piles



Mayor Stewart

Who has been putting up an interesting fight in Hamilton over the power problem

heavy stuff on top, and the legs break; piles up uncrated household goods in any old way; the rockers punch holes in mirrors and pictures (which are always high-priced family portraits, and heirlooms, and invaluable), stands show cases on end; puts pasteboard boxes of millinery next the household goods and braces 'em with a cook stove. At the end of the haul the cook stove is not to be separated from the picture hats; the oil, or the turpentine, or the glucose in the width of the car springs aleak and soaks the bales of woollens and domestics; the tailor has ten bolts of cloth damaged, or says he has, by paint; and he credits his lawyer on an unpaid old bill for 50 per cent. of what he gets him to make a claim for. This loading clerk is not always honest; but he is generally loyal to what he considers his duty to his company. So he can be (and often is) perfectly oblivious of the bad order of a package. Possibly, if he is a smoker, and a case of cigars is broken, he thinks "one more box" will not be attributed

to him, so he takes the chances—and incidentally a box of cigars. He isn't always careful about his "checking" into the car, but if, when the goods which were on the platform have disappeared, and he finds an unchecked item or two, he makes the check-mark just the same. That the goods may be "short" at out-turn troubles him never a whit. He can, with abundant reason, recite that clause of the Prayer Book: "We have done the things which we ought not to have done, and we have left undone the things which we ought to have done."—S. D. Webster, St. Louis.

And yet in the case of claims the burden lies with the shipper or consignee.



Mr. K. L. Aitken

Who will build the power distribution plant in Toronto.

The Kerr Milling Co., of Dundas, are making repairs and extensions, following the fire which they suffered some time ago. The building is being enlarged and new machinery is being installed by the Stratford Mill Building Co.

SHIPPING NEWS

GATHERING IN THE GRAIN TRADE.

LAST month we drew attention to the fine showing the port of Montreal was making in the quantity of grain it was handling, in comparison with New York. It was shown that in the case of rail and water shipments Montreal was drawing away from New York, and that the latter city, with its rail haul from Buffalo, could not compete. Now it is announced that, through a reduction in the rates for putting grain on board vessels, Montreal will make a big bid for the grain which is moved entirely by rail to the seaboard. Commercial interests in the United States are beginning to look with alarm on the aggressive importance of the port of Montreal.

TRACK LAYING IN THE WEST.

AT present 1,216 miles of railway are under contract in the the G.T.P. division of the National Transcontinental Railway. Of these, 916 are in the prairie section, 100 miles in the mountain section, and 200 miles in Lake Superior Branch. Track has been laid over 675 miles, from Winnipeg to Battle River, and over 123 miles of the Lake Superior Branch, making a total of 798 miles of track. From Battle River to Edmonton is 122 miles, and this distance will be laid before the end of the present year, at which time Edmonton will be connected with Winnipeg by this line. According to the charter, the entire road must be completed by 1911.

FURTHER PROTECTION FOR THE PUBLIC.

Some Important Amendments to the Railway Act Passed at the Last Session of Parliament. Assented to July 20, '08.

Several important amendments to the Railway Act, introduced by the Minister of Railways and Canals, were passed at the last session of Parliament.

The jurisdiction of the Board is more clearly defined in respect to mandatory and restraining orders, also as regards orders and regulations generally. Penalties may be prescribed by regulations when not specially provided for in the Railway Act, to which every company or person which or who offends against any regulation made under this section shall be liable.

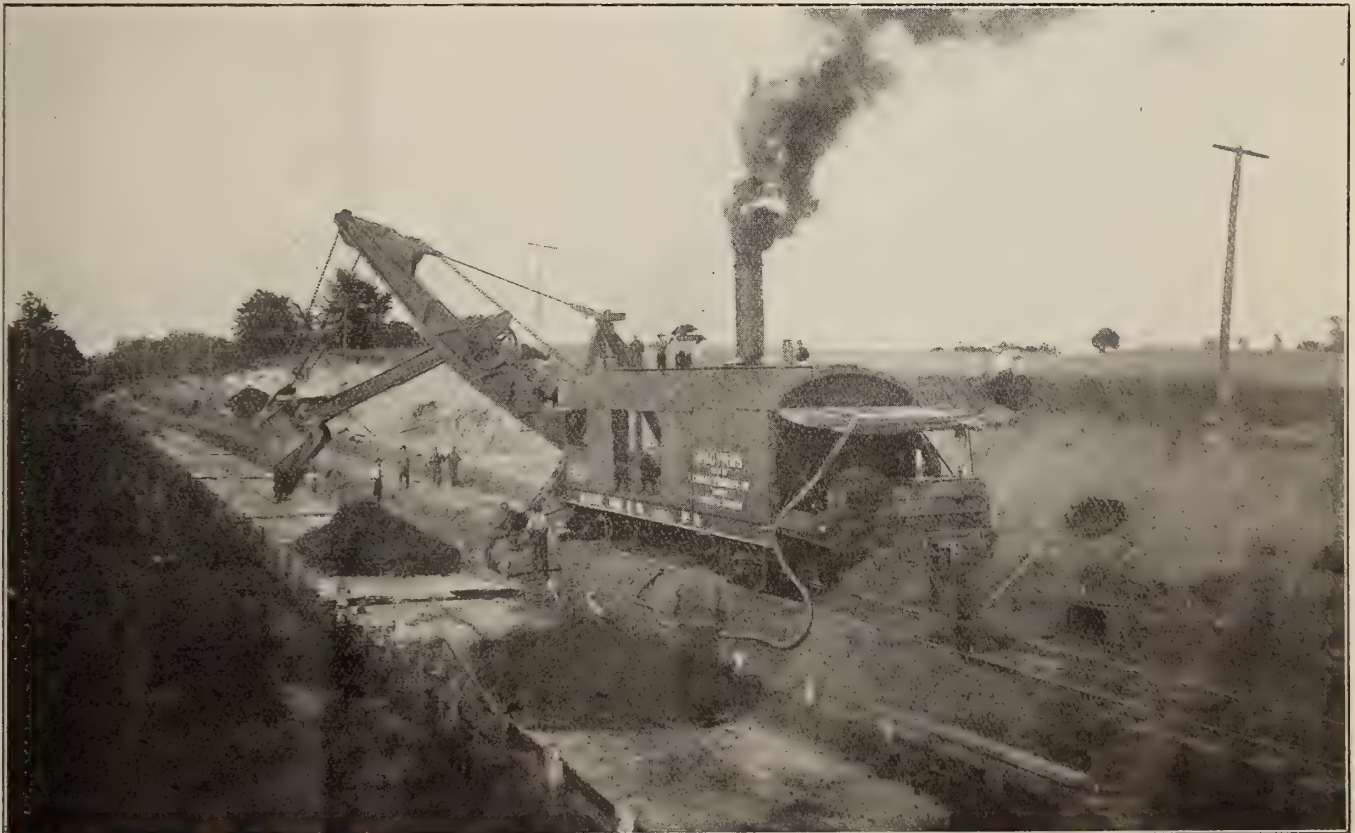
Notwithstanding anything in any act heretofore passed by Parliament, all telegraph and telephone tolls shall be subject to the approval of the Board.

All contracts, agreements and arrangements between a company and any other company, or any province, municipality or corporation having authority to construct or operate a telephone system or line, whether such authority is derived from the Parliament of Canada, or otherwise, etc., shall be subject to the approval of the Board.

It defines the jurisdiction of the Board as to agreements, etc.

"Toll and Rate."

Paragraph 30 of Section 2 of the Railway Act is repealed, and the following substituted therefore: "Toll and rate" means and includes any toll, rate, charge, or allowance charged or made either by the company, or upon or in respect of a railway owned or operated by the company, or by any person on behalf or under authority or consent of the company in connection with the carriage and transportation of passengers, or the carriage, shipment, trans-



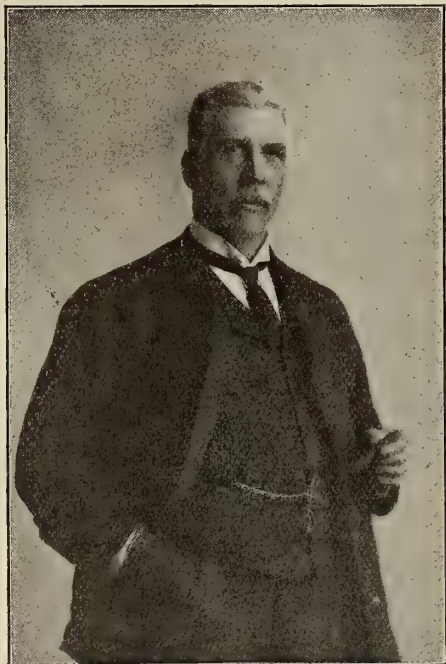
A construction gang at work on the Canadian Northern Railway. The steam shovel built by the Canada Foundry Co., is depositing earth on flat cars for distribution elsewhere.

portation, care, handling, or delivery of goods, or for any service incidental to the business of a carrier and includes also any toll, rate, charge, or allowance so charged or made in connection with rolling stock, or the use thereof of any instrumentality or facility of carriage, shipment, or transportation, irrespective of ownership, or of any contract expressed or implied, with respect to the use thereof; and includes also any toll, rate, charge, or allowance so charged or made for furnishing passengers with beds or berths upon sleeping cars, or for the collection, receipt, loading or unloading, stopping over, elevation, ventilation, refrigerating, icing, heating, switching, ferriage, cartage, storage, care, handling, or delivery of, in respect of goods transported or in transit, or to be transported; and includes also any toll, rate, charge or allowance so charged or made for the warehousing of goods, wharfage, demurrage, or the like, or so charged or made in connection with any one or more of the above-mentioned objects, separately or conjointly.

Reciprocal Demurrage.

Section 284 of the said act. Accommodation for traffic is amended by adding the following:

The Board may make regulations applying generally or



Mr. Wm. Whyte

Who expresses approval of the work of the Railway Commission.

to any particular railway, or any portion thereof, imposing charges for default or delay by any company in furnishing accommodation, appliances, or means of aforesaid, or in receiving, loading, carrying, unloading, or delivering traffic, and may enforce payment of such charges by companies to any person injuriously affected by such default or delay; and any amount so received by such person for such default or delay.

The Act, as amended, clearly defines the power of the Board; it gives authority to deal with every phase of transportation except all-water lines. Reciprocal demurrage is provided for; cartage companies, sleeping car and telegraph companies, refrigerator lines, ferry services, warehouses, the holding of shipments in transit, elevation, etc., in fact, all tolls of any nature whatsoever pertaining directly or indirectly to transportation come under the jurisdiction and regulation of the Board.

THE SHODDY QUESTION.

IN view of the vigorous disclaimers from manufacturers of shoddy in England, that germs exist in the product of their mills, the following letter over the signature of Mr. John Dick, a former Chairman of the Woollen Section of the Canadian Manufacturers' Association, makes interesting reading. It is not the desire of INDUSTRIAL CANADA to reflect unfairly on the quality of English manufactures, and if any injustice was done them in the contributed article which appeared in last month's issue, on the shoddy question, we are sincerely sorry for its publication. It is, however, highly desirable that the health of the Canadian people be safeguarded, and the subjoined letter would certainly go to support the previous statement that infection may reside in this class of goods.

TORONTO, SEPT. 4, 1908.

MR. MURRAY,

Secretary Canadian Manufacturers' Association,
Toronto, Ont.

Dear Mr. Murray,—In reply to your telephone enquiry *re* diseased shoddy from England, I noticed an attempted defence on the part of certain manufacturers in the *Globe* to-day on reflections on their shipping unwholesome shoddy goods to this country. I have not read the attack on them, and do not, therefore, know fully the provocation they have received. I am, however, of the opinion that they are protesting too much, and their claim that English shoddies are disinfected in the process of manufacture is not a right and proper claim.

The only processes in shoddy manufacturing where disinfecting is incidentally done is in carbonizing and in dyeing. In dyeing good colors there is a good deal of boiling required which would effectively sterilize the fibre.

There is, however, a large trade done in rags picked and assorted for the color. The rags are so assorted to enable the manufacturer to put these in the cloth in their original colors without the expense of further dyeing. Goods made in that way are only fulled and scoured thereafter, and there is no more heat applied to the fulling and scouring than is absolutely necessary, because the greater the heat applied the harsher the goods come out. It is, therefore, to the interests of the manufacturer to keep that heat down, and in this process there is not enough heat applied to effectively disinfect them. Carbonizing is only applied to the better grades.

If there has been any unfair condemnation of English goods put out in the Association's name it is the duty of the Association to withdraw that, but I think it is equally the duty of the Association to rebutt the claim made in the article in the *Globe* that the English goods are disinfected as a general rule.

So far as I know Canadian-made shoddy is not disinfected any more than English shoddy is, except in so far as the English manufacturers have more skill in low shoddy than the Canadians have, and it is in low shoddy that the most of the contagion exists.

The manufacture of low shoddy is a complicated and difficult affair, and requires a good many years, almost generations, of a workman sticking to one job to acquire this skill. You can readily understand how this is when a low shoddy is very short and rotten and is easily shaken out and lost. The Canadian workers do not stay long enough at one job to acquire this skill, and in the interests of Canada generally I do not see why they should be encouraged to acquire skill in producing an article which it is not to the interests of the public to consume.

The present *advalorem* duty (low in proportion to the labor done on the goods) encourages the importation of the lowest class.

Yours truly,

JOHN DICK.

A DIVERSITY OF INTERESTS

The Desirable Industrial Condition

IT is well for a country to have manufacturing industries, just as it is well for an individual farmer to have diversified crops. When Ireland's potato crop failed a generation ago there was a famine in the island; the people relied almost entirely on one branch of agriculture for their sustenance. Similarly in India, a prolonged drought throws millions of people upon the charity of the outside world or condemns them to starvation, because they have but one industry, agriculture. A bad crop spells disaster. Vice versa, if a nation devoted itself entirely to manufacturing cotton and if the raw material failed or the demand for the manufactured article were cut off disaster would follow. Diversified interests make for stability. They minimize the possibility of a complete failure industrially; they make employment regular throughout the year, and they provide outlets for the manifold abilities of the rising generation.

There Are Many Wage-Earners.

It is not alone in their general influence that manufactures are beneficial to a people. A few figures will be sufficient to show this. In the year 1905, which is the last for which there are census returns, there were in Canada 15,796 manufacturing establishments, employing 392,530 employees, paying in salaries \$165,100,011, and turning out products to a value of \$718,352,603. These statistics are worthy of close analysis. A study of them will show that manufactures are a vital element in the welfare of the country. Take the item of employees, 392,530 work people actually engaged in factory work represent at least three times that many of a population, who are dependent upon them. In other words, a million and a half people are directly supported by manufacturing. But this does not tell the whole story. To this number must be added a large percentage of railway and steamship employees, whose employment is primarily dependent on manufactures; the lumbermen and miners, who depend on the manufacturers to provide a market for their materials; the commercial interests, whose existence also depends on manufactures, and many others who are more or less closely allied to and dependent upon manufacturing industries for their own prosperity. Thus the original million and a half is swollen to a very much larger number.

They Supply a Big Market for the Farmers.

Again, the annual wage bill, \$165,100,011, is worthy of consideration. It has been estimated that 25 per cent. of the average worker's income is spent for food. From this estimate it would appear that \$41,275,003 is paid to the farmers of Canada annually for food products. Do the farmers recognize that the market supplied directly by manufactures amounts to over forty-one million dollars a year? Such a market is surely worthy of their careful consideration.

A Market Also Provided Indirectly.

Yet how great is the market supplied by manufacturers to farmers is only touched on in this picture. We have not taken into consideration the demands for farm products made by the lumbermen and miners, or the railway and transportation men whom we mentioned before. Then let us note that great urban population which grows up around an industry: store-keepers, professional men, artisans, hotel-keepers, the growing class who purvey amusements and entertainments for the public; wholesalers and middle-

men of all sorts. The way this works out is illustrated by the case of Stratford. There were in 1905 2,228 people directly employed in factories. Yet the population totalled 14,000. The rest were more or less dependent on manufacturing. In a word, the 2,228 factory employees make a market for the farmers' products for 14,000 people. The forty-one million dollars spent by the factory employees becomes increased to possibly twice that sum by the inclusion of other consumers who exist because manufacturing exists.

Manufactures Depend on Tariff.

If manufacturers were not protected by a tariff goods would be imported where they are now made here. One by one manufacturers would find their sales falling off, and products of foreign mills taking their places. With a declining business a few men would be laid off here, a few there. With every decrease in the output of a factory the adverse conditions would become more accentuated. The overhead expenses remain fixed, the same management is necessary. The steps to ruin would be an inevitable descent. It would only be a question of time until the tall chimneys ceased to emit their smoke and the busy wheels to turn. The immense amount of capital invested in the industries (\$833,916,155 in 1905) would lie fallow, neither earning dividends nor in a position to be realized on; for who would purchase a manufacturing plant at 50 or even 25 cents on the dollar in a country where all purchases were made from foreign mills?

The Farmers' Market Would Disappear.

If manufacturers were not protected by a tariff goods would be imported where they are now made here, and Canadian mills would one by one close down. What would be the result? The 392,530 work people would scatter to the countries where manufactures still flourished. A skilled boilermaker or an expert weaver cannot in a day turn to farming or fruit culture. The specialization of modern industrial life makes it necessary for a man to adopt not a trade, but a particular sub-division of a trade, and to become expert in it. If no work is offering in his line in one city he goes to some place where it is. Thus there would be an exodus of skilled workmen. With them would go the families that depend upon them. The retail stores which relied on their patronage would languish; the professional men would lose their practices; manufacturing towns would sink into hamlets, and there would be no ready market for the farmers' products.

What an Industrial Country Offers.

We have the two pictures: one the industrial town with its many well-paid artisans, forming an intelligent and progressive element in the national citizen body, buying extensively of the farmers' products, and by their patronage making possible the general enjoyment of many advantages which are unknown outside the large towns; the other the town without industries, with no future for youth but the expectation of drifting off to some unknown country in search of work, a musty town sinking into a condition of desuetude, the citizens unstimulated by intellectual life or the spur of ambition. The comparative condition of the two towns is a hundred times more striking when an industrial country is compared with one lacking manufactures. There the blight is felt in a monotonous dullness, affecting alike all parts and all classes.

HOW INDUSTRIES CAN BE RETAINED.

What is the cost? How can the preferable condition of busy prosperity and national development be secured? It is admitted that a tariff high enough to offset the cheaper labor and local advantages of foreign manufacturers will accomplish the results. In many lines at the present time such protection is given, with the result that these industries are flourishing and are the centres of many busy communities. Does the individual consumer feel the pinch of excessive prices? Not so. During the past decade all classes have enjoyed expanding prosperity. Workmen have been paid well, and farmers have received big prices for their grain and produce. There has been no complaint from either that clothing costs a few cents a year more than if there were no industries here, or that their implements or household effects were a fraction higher in price. The price of farm products has increased decidedly more than that of any manufactured article. As a result of the presence of the factories they have wherewith to pay the price, and the savings banks of the country amply show that they have somewhat more.

The factories and the protective tariff which makes them possible have also made possible for the farmer and artisan a life of comfort, adequate living accommodation, educational advantages, a fair supply of the luxuries of life, and withal sufficient to put away money 'gainst the proverbial rainy day.

If all classes prosper under a protective policy, is it not a good policy?

Book Reviews

"A DECADE OF CIVIC DEVELOPMENT."

THE village or town or city we live in means a good deal for our comfort and happiness. If it is what it should be—clean, well planned, and well organized, healthy, attractive, and an ideal for national politics—then it attracts and delights us. We come to recognize it as an important part of our public and of our private life. There is, indeed, no more important thing, view it from whatever point of view we may select, than satisfactory municipal life.

In this short but exceedingly instructive book with the above title, Professor Zueblin, of Chicago (University of Chicago Press, 1905. Pp. 188. \$1.25), lays this lesson before us and tells how it is being realized in some of the large cities of the United States. "The New Civic Spirit," he is convinced, lives and walks among the monotonous miles of American streets and lanes, and is bringing about a mighty revolution. More attention, too, is being given to "the training of the citizen"—to reduce poverty, stimulate self-help, and permit him to know the how of local affairs. He is being led to see that every city must be made—must be planned with long foresight and patriotic care, and gradually realized. Chicago's White City, of the World's Fair, was certainly a model dream city, and has greatly stimulated "The New Civic Spirit." Metropolitan Boston, Greater New York, and Washington, D.C., are excellent examples described in some detail.

The author is not exhaustive. He is, perhaps, more stimulating on that account. This little book can be read with profit in this country when we are only now beginning seriously to consider the subject of modern city making. We have the most primitive methods of municipal book-keeping and publicity imaginable; in fact, we have very little publicity, and no one knows the cost of our local

government, and, as a result, public opinion seems apathetic and unpatriotic. Let us hope that a change will soon take place, and that Canadian towns and cities will follow along the lines taken by the municipalities Professor Zueblin so well describes.

BECKLES WILLSON'S CANADA.

WE are beginning to see it, and Canada is feeling the benefits. The Dominion is floating before the eyes of the world as a land of up-to-date romance, of marvellous wheat fields, opened up by rapidly expanding railway systems; of wonderful silver and nickel fields, of great pulp forests, and the like. The present book covers in a popular style and with a dozen handsome reproductions of Henry Sandham's colored drawings, the earlier and less familiar romance of Cartier, Champlain, Maissoneuve, Frontenac, Louisberg and Wolfe, down to the coming of the Loyalists, the rebellion of 1837 and the Riel insurrection. The local publishers (Copp, Clark Co., Toronto) are to be congratulated on this handsome volume of 305 pages, which might serve to many as a fitting souvenir of a visit to this part of America.

The early history of Canada is truly a page of romance. Love of adventure, discovery, and gain from the fur trade are mingled with ambitions for opening up new colonies, and for carrying the Gospel fearlessly to the redskins. The mingled motives of the early founders of this country must be kept in mind, for they go to explain to some extent the curious variety of conflicting interests of to-day. The present is certainly heir to the past, and it is perhaps this feature that keeps the early days of our national romance as living memories for the boys and girls of our own time.

A HISTORICAL SKETCH OF THE ASSOCIATION.

AN interesting historical sketch of the Canadian Manufacturers' Association is contained in this year's edition of The Canadian Annual Review. The earlier history of the Association, which now holds such a strong position in the industrial life of our country, is a closed book to the great majority of its members. Nor is this surprising, for as recently as 1899 the total membership was only 132, so that there are few of the present large membership of over 2200 who remember it as it was ten years ago. Yet the work of the little band of men who organized in 1874 under the name of the Manufacturers' Association of Ontario with James Watson, of Hamilton, as President; John Maclean, of Toronto, as Secretary, and George Booth, of Toronto, as Treasurer, was of enduring worth. Those early days saw the manufacturers fighting an uphill fight, educating the public to the advantage of assisting manufacturing industries, and bearing the brunt of foreign competition. Without them, it is doubtful whether Canada to-day would experience the industrial activity which it now enjoys. So the early history of the Association makes interesting reading.

In 1885 the Manufacturers' Association of Ontario became the Canadian Manufacturers' Association. A list of the officers since that time includes many of the best-known captains of industry in Canada. Since the reorganization, in 1899, the Association's history is one of broadening interests and increasing membership. The section which Mr. J. Castell Hopkins has devoted to this subject is not by any means the least interesting part of his book. It rightly finds a place in the record of Canadian affairs.

IN THE LABOR WORLD

THE C.P.R. STRIKE.

THE one outstanding quality revealed by the strike of the C.P.R. mechanics is the absence of a sense of responsibility among the workmen. This is not shown in the conduct of the strikers since they left work, for the conflict has been carried on so far with the minimum of disorder. It was shown clearly in the strike itself, in the giving up of work in the face of an over-supply of labor, in the attempt to tie up the transportation facilities of the country when the easiest movement of grain was of great and vital importance to the country's welfare, in the flouting of public opinion by their refusal to accept the award of the Board of Conciliation, and finally, in the flimsiness of the subjects of dispute. The inevitable outcome has been that the strike has aroused no sympathy among the general public, although the public is generally ready enough to sympathize with the workingman in any dispute with his employer, especially if the employer is a corporation. It will be remembered that when the trackmen of the G.T.R. went on strike a few years ago, sympathy was expressed in a tangible way, public meetings were held and benefit concerts given. Citizens, of their own volition, volunteered their services towards gaining a satisfactory settlement of the difficulty. The cause of a strike must be indeed weak when this sympathy, usually more or less maudlin, is not stirred up. Yet, in the present case, there is a total absence of it. In Montreal, a few days ago, the strikers announced a meeting, at which their leaders would present the workmen's case to the public; but the public were not interested. They did not attend. From headquarters comes the wail that only two papers in Canada are supporting the strikers. The papers are reflecting public opinion. The public are not supporting the strike.

The Questions in Dispute.

In considering the merits of the case, it should be kept in mind that a properly constituted Board of Conciliation has investigated the dispute and has brought in a majority report. This, although adverse to the company in many respects, was accepted by it in an effort to come to a harmonious settlement with its men. Thus the onus of the present situation lies distinctly on the strikers. Here are the points on which the men quit work:

Classification of Boilermakers—The C.P.R. claimed the right to make three grades of boilermakers, according to efficiency. The Board of Conciliation endorsed this contention. The men insist on a uniform wage, irrespective of ability.

The Ratio of Apprentices—The company wanted one apprentice to three machinists. The men wanted the ratio one to five. The Conciliation Board set it at one to four.

The Employment of Helpers—The Company claimed the right to employ either machinists or machinists' helpers to operate drill presses, where a boring or facing tool was required. The men objected.

The Overlapping of Hours—This is merely a question of whether the eight-hour shift will extend into the following shift or not. The company wanted the men to work eight hours within a nine-hour period.

The men also refused to accept the clause allowing for the payment of a man who is suspended, but is found blameless. They held it was not specific enough, though the wording was perfectly clear.

The Lemieux Act in the Light of the Strike.

Some years must necessarily elapse before a fair estimate can be given of the merits of the Lemieux Act. By collating the results of its work in individual cases, the general weakness or strength residing in it will gradually become apparent. Are we to consider it successful, or the reverse, in the case of the C.P.R. strike? A Board of Conciliation was called for and appointed. Yet the strike of the machinists is an actuality. To that extent it was unsuccessful. But the original contention, that the Act would give a greatly added force to public opinion, is being verified. Had there been no Board of Conciliation, the rights of the dispute would have been bandied back and forward, and a sympathy for the men, founded on false information, would have been aroused. As it was, the failure of the strike was assured from the first. Public opinion was against it. Publicity has had a good effect.

TECHNICAL EDUCATION IN NOVA SCOTIA.

A long step of progress towards technical education was taken when the corner-stone was laid for the new Nova Scotia Technical College at Halifax. As President Falconer said on the occasion, the establishment of technical colleges is an inevitable outcome of our industrial progress. We have reached a certain point industrially, from which we must recede or advance. To advance, superior training is necessary. The Province of Nova Scotia has taken up the subject actively, and is setting a pace for the whole Dominion. It is only regrettable that there is not some big plan upon which all the provinces can work, such as might be devised by a commission who made an exhaustive investigation of the work in other countries.

A WORKMEN'S PENSION SCHEME.

A plan has been revived for establishing a pension fund for the workmen employed by the British Columbia Electric Railway Co. The proposition was advanced by the company some years ago, but at the time it was not looked on favorably by all the men, and the company have made it a first principle of the scheme that unless all the employees want it, it will not be put into force.

At present a profit-sharing plan is in operation. Through it, last year, the men drew \$63 in addition to their regular pay. There are 800 men who enjoy the benefits of the division of profits.

The scheme as now before the men is that if the men form themselves into a Pension Fund Association the company will pay three dollars out of the money to which each man is entitled under the system of division of profits now in force on the system, and will also pay three dollars on its own account, making a total payment of six dollars per man per year to the pension fund. The total disability fund will be provided for by the payment by the company of one dollar per man out of the profits to which each man is entitled, and also one dollar on its own account. The men are not being asked to contribute a cent out of the regular wages for it. Those who will participate in this scheme are those entitled to share in the profits, who have not been in receipt of a salary of more than \$100 per month during the last ten years of their service previous to their reaching the age of sixty. The annual allowance will be equal to one-fourth of the average wages paid to the recipient during the last three years of his service previous to reaching the

age of 60 years. This amount may, however, at the option of the administrators of the fund, be increased to one-half of the average salary for the last three years of service.

Details for the management of the fund and for its distribution, in case such becomes advisable, have been carefully worked out.

THE WORDS OF A FRIEND OF LABOR.

"The unhappy strike on the C.P.R. shows no present sign of abatement, and coming in harvest time, will probably cause the community no small loss, as well as much inconvenience. The lawfulness of a strike when reconciliation has failed is unquestionable, though it is much to be desired that the workmen should learn to see the loss which, by the ruinous effects of multiplied strikes upon general production, they inflict upon each other as well as upon employers and the other classes. But, in this case, the strike is, morally and practically, against the community at large, and the community must stand firm or run the risk of having its roads some day tied up at the bidding perhaps of an alien chief of the unionists' league. So it seems to one who stood staunchly by the unions in the days of their early struggle for recognition."—Bystander (Dr. Goldwin Smith) in *The Weekly Sun*.

PROVIDING FOR TORONTO'S UNEMPLOYED.

The problem of the unemployed during the coming winter is once more being canvassed in Toronto. Last year the relief work was unorganized, and as a consequence there was considerable overlapping. There were other difficulties under which the relief committees labored, which, it is believed, can be overcome by arranging in advance. Of these, none was of greater hindrance than the clause specifying a minimum wage of two dollars a day for all civic laborers. Undoubtedly, from every standpoint, it is preferable to give a man work and let him earn his money than to make him the object of charity. Furthermore, many of the men who apply for relief are not worth two dollars a day. The first move should be to eliminate this clause, and in the coming winter try to give a large number of men enough to live on rather than a few men a wage which is neither necessary nor fair. The trunk sewer and other public works should provide work for most of those who are disposed to earn some money. It is hoped that an organized effort will be completed to prevent unnecessary suffering.

CONTROLLERS AND THE LAW.

Controller Hocken, Toronto, is the workingman's friend. If he discovers that a street sweeper is receiving less than two dollars a day, or is required to sweep more than three square feet of pavement per minute, or is in any of the other innumerable and insidious ways of corporations being wronged in his fundamental and inalienable rights, he consumes his soul in righteous wrath. Controller Hocken, had he lived on this continent a hundred and some years ago, would have had a hand in drawing up that memorable document about the freedom and equality of all men. In fact he goes a step beyond those moderate assertiveists. They claimed that all men were born free and equal (due allowance having been made for color); he holds that they grow up equal. If one man receives two

dollars a day as a laborer, then all laborers must receive two dollars.

This modern Don Quixote, like that chivalrous knight of old, finds many a windmill to tilt at. Casting about for other wrongs to right, he recently came upon the John Inglis Co.'s contract for building an engine for the city water works. There is a compulsory eight-hour day clause inserted in all civic contracts, and the unions had made complaints that this clause was being violated by the Inglis Co. An investigation followed, but the City Engineer reported that there had been no violation of the contract. The City Solicitor was called in, and after reviewing the facts he, too, gave it as his opinion that there had been no violation. We then come to Mr. Hocken's comment: "His (the City Solicitor's) advice was not in accordance with the views of the Controllers." The reply of the City Solicitor leaves nothing to be said, "I cannot do what I know to be wrong."

WHY THEY EXCEL.

"For in New Glasgow we have the men who not only work for pay, but who put their hearts and souls into their work."—Lieutenant-Governor Fraser, speaking at the launching of the *James William*.

WAGES THE CHIEF COST OF COAL PRODUCTION.

An English writer, quoted in a Canadian newspaper, says *The Canadian Mining Journal*, puts forward the extraordinary statement that, from figures quoted, "it will be clear that the miners' wages are an almost negligible item in the cost of coal." Developing his theme, he boldly asserts that if the "swollen profits" of parasites could be excised, coal could be sold at a much lower price.

A complete answer to this argument lies in the fact that in ordinary coal mining operations wages constitute from 70 per cent. to 80 per cent. of the working expenses.

"We see little good and much harm in giving a hearing to agitators or others who are so scantily informed on the subjects of which they write. As our correspondent points out, the persistent clamor for class legislation in favor of coal miners is based upon a fundamental error. There is no essential merit in earning one's living by physical labor. Neither is there essential blame or shame. But there is blindness and foolishness in claiming that the workingman who toils with his hands is deserving of special privileges."

The Whitman-Barnes Co., whose factory at St. Catharines was destroyed by fire some months ago, have decided to rebuild in that city. The city is granting them a ten years' exemption from taxation.

A LIFE OF ACTIVITY.

Mr. and Mrs. D. K. McLaren celebrated the fifty-third anniversary of their marriage July 30th, and both are enjoying the best of health. Mr. McLaren is president of D. K. McLaren, Limited, manufacturers of leather belting and mill supplies, and has been in the leather business for the past sixty years, and still takes an active part in the business. On account of the enormous expansion of his business, it was formed into a stock company in the early part of 1907, his sons, Mr. W. Fred McLaren and Mr. R. M. W. McLaren, who have been associated with him for the past twelve years, being appointed vice-president and secretary and managing director.

PROVINCIAL INCORPORATION LAWS

Facts for Companies doing business outside of the Province in which they are located

JUDGING by the enquiries received from time to time, facturers who do business outside the province in considerable doubt exists in the minds of many manufacturers regarding the incorporation laws of the various provinces, as affecting extra-provincial companies. With a view to securing reliable information on this, the following questions were addressed to the Provincial Secretary of each province, and a synopsis of the regulations compiled from the answers received is now submitted for the benefit of the members. In publishing

(a) Through a traveller or agent resident in Canada, but not in your province?

(b) Through a traveller or agent resident in your province?

(c) Through its own branch warehouse, factory or office, situated in your province?

3. If any license is required, what is the schedule of fees charged?

4. What penalties, if any, are provided in the case of companies failing to take out a license as required?



In the heart of Montreal's commercial district.

this synopsis, we acknowledge our indebtedness to the various officials, whose courtesy enables us to do so.

Further information on any of the points dealt with may be had by writing the Secretary.

The following questions are dealt with:

1. Does a company holding a Dominion charter require to have a license from your Government to do business in your province?

(a) Through a traveller or agent resident in Canada, but not in your province?

(b) Through a traveller or agent resident in your province?

(c) Through its own branch warehouse, factory or office, situated in your province?

2. Does a company holding a charter from a provincial government other than your own require to have a license from you to do business in your province?

5. If a provincial license is not taken out, can a company with a Dominion or extra-provincial charter use your provincial courts to recover?

6. If a license of any kind is required, does it place a company taking it out on exactly the same footing as a company incorporated by your province?

7. Would an individual residing in another province, and doing business in your province in his own name, require to take out a provincial license in order to secure standing in courts of your province?

8. What is the scale of fees charged companies incorporating under the statutes of your province?

Prince Edward Island.

1. No license necessary, but receipt of the tax imposed on non-resident commercial travellers is required.

(a) If traveller or agent resides outside Prince Edward Island, annual tax of \$20 is imposed.

(b) No.

(b) Yes. If resident agent has an office, company required to pay tax.

2. No distinction made between companies chartered by the Dominion Government and those chartered by any province. (Same answers as to 1.)

3. \$100 per annum. Transient commercial travellers. Tax \$20 per annum.

4. Ordinary legal process for collection of license fee; \$200 fine if commercial travellers' tax not paid. Refusal to produce license on request, \$50 fine.

5. No.

6. Yes.

7. Yes.

8. For provincial incorporation, as distinguished from provincial registration, a sliding scale of fees is charged according to amount of capital.

Manitoba.

1. No.

(a) No.

(b) No.

(c) No. Provided, however, they do not wish to hold real estate or utilize the registry or land titles office. If they wish these privileges, a license is required.

2. Same answers as 1.

3. \$150 in event described above 1 (c).

4. No penalty provided, but company cannot use titles and registry office.

5. Any firm doing business in Manitoba can use courts whether licensed or not.

6. Yes; licenses give all powers of provincial incorporation.

7. No.

8. Fees vary from \$5 to \$250, according to capital.

Saskatchewan.

1. Yes.

(a) No.

(b) Yes.

(c) Yes.

2. Same answers as to 1.

3. \$15 up to \$355, according to capital.

4. Fine \$50 a day.

5. No.

6. Yes.

7. Act does not refer to individuals in any sense.

8. Same as 3

Alberta.

1. Yes.

(a) No.

(b) No; providing no office or warehouse is maintained in the province.

(c) Yes.

2. Same as to 1.

3. \$50 per year, except implement companies, which pay \$75 upwards, according to capital.

4. \$50 per day.

5. No.

6. Yes.

7. No.

8. \$10 up to \$2,115, according to capital.

Nova Scotia.

1. Yes; annual registration of all companies and payment of fee required.

(a) Probably not. Would depend on whether non-resident agent could be deemed to be more or less continuously in province. Transient traveller

would not render company liable to tax, in all probability. No final decision on this point yet.

(b) Yes.

(c) Yes.

2. Same answers, in all respects, to 1.

3. Annual registration fees vary with amount of nominal capital, from \$5 to \$25 in case of companies holding Dominion and Nova Scotia charters, and \$10 to \$50 in case of other extra-provincial companies.

4. \$100 fine for each infringement, and legal process for recovery. Infringement for two successive years cancels charter.

5. Probably not, although no decision on this point yet.

6. Yes, but there is no specific statement to that effect.

7. Law does not apply to individual traders.

8. \$20 to \$70, according to capital.

New Brunswick.

1. Yes.

(a) No.

(b) Yes.

(c) Yes.

2. Same answers as to 1.

3. Annual license fee is \$50, if capital is less than \$100,000, and \$100 if more than \$100,000.

Proviso:—Provincial Secretary can reduce fee if extent of business of firm in N.B., relative to its business outside N.B., is very small, according to his judgment.

4. Fine of \$50 per day on corporation, \$20 a day on agent.

5. No.

6. Yes.

7. Law does not apply to individuals.

8. \$30 to \$250, according to amount of capital.

Quebec.

1. No.

(a) No.

(b) No.

(c) No.

Note that Dominion company without Quebec license cannot recover in courts of Quebec, however.

2. Yes, save those companies incorporated in province where companies incorporated in Quebec can do business without taking out a license.

(a) No.

(b) A license must be taken for any agent or other such person acting as representative or agent of such company, with the single exception of its commercial travellers.

(c) Yes.

3. \$100 up, according to capital, provided that, by taking affidavit that only portion of capital is employed in Quebec, a proportionate reduction may be secured.

4. Such company is liable to a fine not exceeding \$100 for each offence, and in default of payment, imprisonment not exceeding three months; and further, all their transactions are illegal and void.

5. No. Save in case of Dominion companies.

6. Yes.

7. No.

8. Varies according to capital.

Ontario.

1. Yes.

(a) Business done by a traveller, not a resident of Ontario, is not considered doing business within the provisions of the Act.

(b) The Department has never exacted a license where a Dominion company, not having an office or

warehouse in Ontario, had a travelling agent, who, as a matter of convenience, resided in Ontario, but courts have held differently—that where agent resides permanently in Ontario license must be procured.

(c) Yes.

2. Same answers as to 1.

3. Varies according to capital, being same as for Ontario incorporation, except in Dominion companies, where it is \$25 if less than \$100,000 capital, and \$50 over \$100,000.

5. Fine \$50 a day.

6. No.

7. Yes, except that extra-provincial company pays higher fee on filing its annual returns.

8. \$100 upwards, according to capital.

British Columbia.

1. Yes.

(a) Yes.

(b) Yes.

(c) Yes.

2. Same answers as 1.

3. \$25 upwards, according to capital. Provided that the company may have the option of paying \$250 as a fixed annual tax, if it satisfies the Registrar that it is actually carrying on business outside British Columbia, and at least 50 per cent. of its capital is held outside British Columbia.

4. \$50 each day of violation.

5. No.

6. Yes.

7. The Act recognizes only corporations.

8. See 3.

FOREIGN TRADE NOTES

WHAT IS OUR ATTITUDE TOWARD EXPORT TRADE?

A RECENT report of the Department of Trade and Commerce contains a remarkable item from the Canadian Commissioner to Australia, Mr. J. S. Larke. To quote the passage:

Canadian Indifference to Australian Trade.

The Western Australian correspondent of a Sydney journal sent this item in a recent letter respecting the address of Mr. A. C. McCallum, coach builders' merchant of Perth, Western Australia:

"While the Yankee was ever on the lookout for fresh business, this contrasted somewhat with the unaccountable attitude of the manufacturers of Toronto, Canada. 'Here,' Mr. McCallum stated, 'on my interviewing the heads of reputable firms the astounding answer which I received everywhere was, 'We do not want Australian business.' Now, where there is no reciprocity, does it not seem absurd for our Federal legislators to favor a preferential tariff to Canada?'"

I have some doubts if this represents a fair statement of what Mr. McCallum has said, and have written for fuller information, but, unfortunately, this is the general impression which Australians have received in visiting Canada for business purposes.

While we may doubt, with Mr. Larke, the accuracy of the report of Mr. McCallum's statement, the fact that such an impression has gone abroad in Australia is disconcerting. Whatever some individual manufacturers may have done to give rise to such an idea, it goes without saying that manufacturers in general have a genuine desire to

promote trade between the two countries, appreciating, as they do, the importance of the Australian market and the ties of sentiment which bind them together.

A DISAPPOINTING TRADE.

The following comment on the trade situation between Canada and South Africa is taken from the last issue of the British and South African Export Gazette, a paper which is in close touch with the South African market:

When the Canadian-South African direct steamship service was inaugurated some four years ago we were the first, in the course of an important interview with Sir Alfred Jones, to draw attention to the great possibilities of trade development between these two sections of the Empire. The utter failure, so far, to realize those possibilities is one of the most regrettable features of inter-colonial commerce. It is true that Canada is shipping a comparatively insignificant quantity of goods to South Africa, but the business passing in the opposite direction is practically nil. For this deplorable lack of interest the Elder-Dempster line cannot be held in any way responsible. Its service has been worked with regularity and efficiency, and everything has been done by the management to foster opportunities. As Captain J. H. Martyr, the line's enterprising chief agent in the sub-continent, recently stated in the columns of our up-to-date contemporary, the African World:

"If only the Canadian growers, manufacturers and exporters could and would realize how big and increasing the scope and market in South Africa for their productions and machinery already are, they would be less inclined to make so much a gift of it to the Yankee exporters."

At present the largest demand is at Durban, and embraces Dominion flour, oats, agricultural machinery, wire fencing, and even organs. Meanwhile, it is interesting to learn that the Elder-Dempster line finds some compensation in the development of the large coal trade between Natal and the East.

CONSULT OUR TRADE REPRESENTATIVES.

Mr. J. S. Larke, Canadian Trade Commissioner to Australia, sends the following advice:

"I have a new occasion for calling attention to the necessity for caution on the part of Canadian exporters in sending catalogues and other information in response to enquiries either published in Canada or written from Australia. In the majority of instances which have come to my notice the sending of catalogues is simply a waste of money, while to reply to the enquiries would be to give information, sometimes used against the firm. I can but repeat what I have urged before, that enquiries from Australia or New Zealand, unless there is a certainty as to the enquirer and his purpose, should be referred to Mr. Ross or myself, in accordance with the territory from which the enquiry proceeds."

A SPEED CONTEST ON THE PACIFIC.

Following closely on the proofs of Montreal's superiority as an Atlantic port over the cities on the United States seaboard for grain shipments comes the successful speed contest on the Pacific, in which it was proven that the C. P. R. boats coming to Victoria and Vancouver could outdistance the vessels plying to the United States ports. The

Monteagle, of the C. P. R. Oriental fleet, with a cargo of silk valued at about one million dollars, besides other freight and passengers, left Yokohama one hour after the Japanese steamer Tosa Maru, with another section of the same silk shipment, and arrived at Vancouver over two days in advance of the Japanese boat. The German firm who made the shipment desired to know the quickest route to New York. It is understood that they agreed to use the line which could lay the goods down in New York soonest. The Canadian route was at least two days faster than via a United States port.

CHANGES IN MEXICAN IMPORT TARIFF.

The following changes in the Mexican tariff are reported. The removal of duty on benzol took effect July 1; the following changes of duty went into force on August 16. (A peso equals 49.8 cents.)

	New. Pesos.	Old. Pesos.
Tobacco, plug, for chewing, kilo, legal.....	1.70	1.10
Steel in bars, round, square, flat, channel, in an octagonal or hexagonal section, or cruciform, 100 kilos, gross.....	6.00	5.50
Steel in bars, of all forms and sections, with designs, channels, indentations, or wrought in symmetrical designs on its entire surface, or only part thereof, 100 kilos, gross	7.00	5.50
Iron in bars, of all forms and sections, with designs, channels, indentations, or wrought in symmetrical designs on its entire surface or only part thereof, 100 kilos, gross	7.00	6.00
Rails of iron and steel for railways,* and switches,† disks,‡ sleepers,‡ and frogs,‡ 100 kilos, gross.....	2.50	2.00
Screws, bed-plates, attachments and bolts, of iron or steel for attaching rails, kilo, gross .....	.03	.01
Beams and joists of iron or steel, when not specially perforated or slotted, 100 kilos, gross	3.50	3.00
Beams, joists, and columns of iron or steel, when specially perforated or slotted; frames, brackets, base plates for columns, butt or connecting plates, braces or tie beams, with or without nuts, and other parts, not specially mentioned, of iron or steel, for construction purposes, kilo, gross	.05	.04
Common and hydraulic lime, Roman or Portland cement, and carbonate of lime or Spanish white, 100 kilos, gross.....	.70	.55
Benzol, kilo, legal.....	Free.	.09
Ready-made clothing, not specially mentioned, and separate parts thereof, when sewn, of cotton fabrics of all kinds and textures, even ornamented with lace or embroidery, of cotton or linen, or common metal, for adults and children,‡ kilo, legal.....	2.75	2.75
Do., when ornamented with ribbons or tissue containing silk, or with skirts or overskirts of lace or point of cotton,‡ kilo, legal	3.30	3.30
Absorbent cotton and gauze (even when sterilized or prepared with antiseptics), kilo, legal .....	.25	.25
Common salt, granulated or in blocks, kilo, gross .....	.02	.02
Common salt, ground for table use (even when imported in cotton bags), kilo, gross.....	.03	.02

Carriages, skeleton, not upholstered or painted, weighing up to 250 kilos, kilo, net....	.45	.33
Do., weighing more than 250 kilos and not exceeding 750 kilos, kilo, net.....	.33	.22
(The duty on the first 250 kilos of each vehicle shall be .045 peso per kilo, and each additional kilo, up to the limit specified, shall pay 0.33 peso.)		
Running gear (front or rear, and separate parts thereof not specially mentioned), poles and shafts of wood or of wood and common metal, and wheels for wagons or carriages; all these painted or varnished, kilo, net .....	.66	.30
Running gear (front or rear, and separate parts thereof not specially mentioned), poles and shafts of wood or of wood and common metal, and wheels, not painted, for wagons or carriages, neither painted nor varnished, kilo, net .....	.45	.30

*The old duty was 1 peso per 100 kilos on rails weighing not more than 10 kilos per lineal meter and 2 pesos on those weighing more than 10 kilos.

†The old duty was 1 peso per 100 kilos.

‡Only the classification has been changed in this case, the rate remaining the same.*

WHERE WE MIGHT SELL OUR MANUFACTURES.

Mr. William T. Wright is in Canada on a commercial mission from Brazil. He believes that there is much business awaiting Canadian manufacturers in that flourishing South American country. The first essential, however, would be the establishment of a direct steamship line. Now the only route is along two sides of a triangle, from Canada to England and thence to Brazil.

In an interview Mr. Wright spoke of the possibilities in such lines as agricultural implements. He points out that two-thirds of the world's supply of coffee is grown in the State of Sao Paulo, and that despite this two-thirds of the farmers have never seen an ordinary plough. The land is cultivated by laborers with hoes, and this despite the fact that Sao Paulo is the most advanced of the Brazilian states. Many other lines would find a quick sale, since the country has a number of large and progressive cities.

Should a line of steamers be put on there would be many natural products to be carried on the return trip. Of these coffee, cocoa, cotton, sugar, molasses, candy, bananas, pineapples, tobacco and raw rubber might be particularly mentioned. The foreign trade of Brazil is already very large.

UNIFORM BILL OF LADING IN UNITED STATES.

It is said that certain railroads have asked the Interstate Commerce Commission to change the date for the adoption of the uniform bill of lading, and that the Commission has complied with the request, making the date November 1st. The Commission, in its decision, originally recommended the adoption of the new bill on September 1st. The railways proposed to make the date January 1st.

Already there is some talk of protests on the part of shippers against some of the conditions, as the Interstate Commission has not the power to order the adoption of the bill, as is the case with the Canadian Railway Commission. It remains to be seen to what extent the bill recommended will be adopted generally throughout the United States.

OUR NEW ZEALAND LETTER.

Packing for Export.

Wellington, N.Z., July 15, 1908.

On several occasions I have pointed out in my letters to "Industrial Canada" the importance of packing goods for export in a satisfactory manner.

So far, I cannot say that my advice has been followed up by Canadian manufacturers in general, and complaints about unsatisfactory and wasteful packing reach me from all quarters.

If manufacturers only knew how detrimental bad packing is to the expansion of Canadian trade they would give more attention to this all-important matter.

The greatest sinners are the furniture manufacturers, and I am assured that practically no shipment of Canadian furniture arrives which is not damaged to such an extent that buyers prefer to place further orders elsewhere, even if they have to pay 14 per cent. more duty.

It appears to me that **incompetence** and not **indifference** is at the bottom of the evil. Good packing is a science, and the Canadian packers seem not to have had a special training for their work, which is essential in order to secure good results.

The other day I was shown twenty-four roll-top desks, not one of them had escaped serious damage. The package arrived in good condition, and there were no marks of rough handling. It will cost this customer pretty nearly seventy-five dollars to put matters right. As the Canadian manufacturer refuses to entertain any claim, is it any wonder that this firm declines to place further orders for similar lines in Canada. A case of this kind is talked about, and does in this way incalculable harm to Canadian trade in general.

The French have a far better system, or, better said, they have a system, which cannot be said of the majority of Canadian manufacturers. In all the larger industrial centres, companies or individual firms exist, who do nothing else but packing and incidental carting. All the men employed by such firms are expert packers, and most of them specialists for certain lines, as glassware, furniture, bronzes, quincalleries, etc.

The *modus operandi* is the following:

When a manufacturer has goods ready for export, and wants the same packed, he rings up the firm of *emballeurs* and states what has to be done.

The latter firm sends a man, who ascertains the class of goods to be packed, takes the measurement in the most economical manner, returns to his shop and gets the cases made and filled with suitable packing material.

Experienced packers in the particular line are within a few hours at work, and in a remarkably short time the lot is ready for shipment. Cases are properly marked with any special marks and destination in full. Shipments handled in this way can travel safely to anywhere with little risk of damage.

Naturally, very large concerns have their own staff of *emballeurs*, or hire men at a fixed rate per day from the packing concerns.

I admit, on the face of it, this method appears expensive, but is it? True, the visible cost is higher, but if the manufacturer takes into consideration the time which is fooled away by inexperienced men, the loss in breakages and consequent loss of trade, it is far cheaper in the end.

I am not aware that any such institution exists in any of the Canadian industrial centres. If not, it would be worth a trial. The capital needed to start such an establishment would not be large, and as soon as the manufacturers would get convinced that good packing is essential

for the welfare of their business, there would be no lack of work.

If a few of the more enterprising manufacturers would put their heads together the thing could be easily done.

It would be essential to secure a good instructor and manager, as the success of the concern would hinge on this.

By and by such an establishment would turn out a large number of experienced packers, and such men could command good wages.

The success of an export business is largely dependent on serviceable, and at the same time economical, packing. Something has to be done, either individually or collectively, and the firm who first makes it a point to send goods out in such a state that the danger from damage in transit is remote will get all the business, and the others will be left out in the cold.

In my previous letter I wrote about the Auckland tram strike. At the present moment Wellington is visited by a baker's strike. I fear the strikers will not carry the day as easily as the tram employees. The master bakers waited on the Minister for Labor and asked him for permission to put on non-union men. As the strike, seemingly, has only been provoked for the fun of the thing, the Minister was in sympathy with the masters, and gave them permission to employ any labor they could get. The masters thereupon set out to engage outsiders, and in many cases took off their own coats, and in this way averted a bread famine in the Windy City. If the masters can satisfy their customers under the circumstances, to a reasonable extent, the strikers soon will find out that they backed the wrong horse this time.

The special court set up to go into the tramway dispute will commence its sittings in a few days. There was some trouble about the election of the chairman of the court.

The candidates put forward by one party were rejected by the other. The strikers definitely stated that they would not accept any lawyer, magistrate or judge. The consequence of this deadlock was that the Government was asked to make the appointment. After a few weeks' delay the Government appointed Dr. McArthur, Stipendiary Magistrate of Wellington. It is rather significant that the Government appointed a magistrate against the expressed objection on the part of the strikers. The Hon. J. A. Millar, Minister for Labor, who was approached, and who would have been acceptable to both parties, declined the honor.

Dr. McArthur is known as a strong man, who does not mince matters, and certainly will not be a tool in the hands of the strikers.

Parliament opened last Monday, and one of the first items on the agenda are the proposed amendments of the labor laws. If Mr. Millar's proposals are carried, and there is hardly any doubt that they will be, it means the end of the professional labor agitator, a result which would be welcomed by all citizens who have the welfare of their country at heart.

Cosmopolitan.

DEATH OF MR. J. W. ROSAMOND.

The death occurred recently, by drowning, of Mr. J. M. Rosamond, Manager of the Almonte Knitting Mills. Mr. Rosamond was enjoying his favorite pastime of canoeing, and in some unexplained manner met with the accident which caused his death.

The deceased gentleman was about 48 years of age, and had been connected with the knitting company for many years. He was an active and useful citizen, having served several terms on the town council. The news of his death will be received with deep regret by the members of the Canadian Manufacturers' Association, of which body he was a member.

AMONG THE INDUSTRIES

Ontario.

The Federal Government is calling for tenders for the erection of a post office in Welland.

Peterboro is to have a new furniture factory. Work has already commenced on the building.

The town of Mitchell will build a public library. Tenders for the work have already been received.

Port Arthur will spend an additional \$32,000 on enlarging and improving the electric light system.

A by-law is being considered in Port Arthur providing for the expenditure of \$25,000 on the telephone system.

A new power house for the municipal electric light works of the town of Bobcaygeon is under consideration.

A new church will be erected at Hespeler, at a cost of \$18,000. Taylor & Taylor, Brantford, are the architects in charge.

The National Manufacturing Co., of Pittsburg, have bought the plant and business of the Canada Stove Co., of Ottawa.

The St. Lawrence Pulp and Paper Co. have been incorporated with a capital of \$300,000, head office to be at Ottawa.

Extensive power development will be undertaken at Fort Frances. It is reported that the power plant, including the dam, will cost \$700,000.

The Canada Silk Co., Toronto, have purchased a site measuring 105 by 185 feet in that city, on which they will erect a large factory.

It is reported that the Ogilvie Milling Co. will erect a mill at Fort Frances, Ont. This will probably follow the development of the water power.

The Stratford Mfg. Co. will make extensive additions to their plant this summer. A large new building will be erected and equipped to handle the products of the company. Work will be commenced at once.

The Maynooth Manufacturing Co., Ltd., has just been incorporated, with a capital stock of \$40,000, to manufacture lumber, flour and feed, and to develop electricity. Maynooth, Ont., is the head office, and W. J. Fitzgerald, G. E. Weaver, T. P. Netherville and Daniel Smith are the directors.

The organ business which has been carried on in Clinton since 1878 under the name of W. Doherty & Co., has been turned over to a joint stock company with a capital of \$200,000. The company will be known as the W. Doherty Organ & Piano Co., Limited. The officers are: W. Doherty, President; W. Jackson, Vice-President; Fred. J. Hill, Secretary-Treasurer.

The factory and plant of Whitman & Barnes, St. Catharines, were completely destroyed by fire on April 16th. The loss is estimated at \$150,000, with insurance of \$105,000. No announcement has yet been made as to the intentions of the

company for the future. The factory was the Canadian branch of a large manufacturing concern in the United States.

Quebec.

Montreal has purchased a site on which to build a new fire hall.

The Federal Government will build an armory at Joliette, Que.

The authorized capital of the Canada Linseed Oil Mills has been increased from \$180,000 to \$500,000.

Howard & Cohen, stove manufacturers, Morrisburg, Ont., will probably locate their factory at Sherbrooke, Que.

The Granby Manufacturing Co., with a capital of \$10,000, will take over the business of W. M. Kelly, Granby, Que.

The Standard Railway Equipment Co. has been incorporated, with a capital of \$49,000. The head office will be Montreal. F. H. Markey, Montreal, is solicitor.

Western Explosives, Limited, have been incorporated with a capital of \$500,000, to manufacture all kinds of explosives. The head office is in Montreal. W. T. Rodden, Montreal, is interested.

The Vacuna Company has been incorporated, with a capital of \$45,000. Head office, Montreal. It will manufacture appliances for carpet sweeping and cleaning. J. A. Ewing, Montreal, is solicitor.

The Carrier, Laine & Co. factory at Quebec was recently sold to the Bank of Montreal for \$380,000. It is rumored that the Dominion Government will take over the plant for a repair shop for the Marine Department.

The Caledonian Biscuit and Confectionery Company, Limited, have been incorporated to take over the business formerly conducted under the name of the Caledonian Biscuit Co. The factory is in Montreal. Capital, \$48,000.

The Canada Paper Co., Windsor Mills, Que., have plans prepared for new water power development and for the erection of a new machine shop about 85 feet by 170 feet and new finishing room about 100 feet by 100 feet; they will also rebuild the beater room of their present Windsor mill.

Maritime Provinces.

A new school building will be erected and equipped at Fredericton, N.B.

The Government will build a wharf, warehouse and roadway at Port Hastings, N.B.

Construction work will commence at once on the terminals for the G. T. P. at St. John, N.B.

The G. T. P. will build a viaduct across the Salmon River, in New Brunswick, at Grand Falls. The work will cost \$500,000.

Canada Water Tube Boilers



ARE UNSURPASSED IN

Safety Durability Economy Accessibility Efficiency Combustion
Superheated Steam Capacity Unimpeded Circulation Universal Flexibility
Simplicity Feed Water Purification Cleaning Facilities

Bulletin No. 32 gives full description

CANADA FOUNDRY COMPANY,

LIMITED

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The Mutual Fire Insurance Companies

ORGANIZED BY THE
CANADIAN MANUFACTURERS' ASSOCIATION

Have you taken any insurance in
the companies organized by the
Association?

They are yours! What support
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When at the Convention talk it
over with your fellow members who
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THE
CENTRAL CANADA
MANUFACTURERS' MUTUAL
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Head Office - - - Toronto

Underwriting Offices

505-509 TRADERS BANK BUILDING
TORONTO

THE
EASTERN CANADA
MANUFACTURERS' MUTUAL
FIRE INSURANCE CO.

Head Office - - - Montreal

A sewage disposal plant will be built by the municipality of Brampton.

The Joliet Match Co., of Joliet, Ill., will establish a factory at Fort Frances for the manufacture of wood splints.

A public library will be built at Harriston, Ont. Tenders have been already received, and it is expected building operations will begin at once.

The city of Ottawa has appropriated \$74,000 for the construction of a section of the new aqueduct. Work is to commence at once.

The Pembroke Town Council have passed a by-law fixing the assessment of the Garry, Brooks Co. and appropriating \$1,000 for the purchase of a site for the new company.

D. McConnell, of Ottawa, who owns the graphite mills at Port Elmsley, Ont., will erect a number of buildings there this summer.

Lembert & Son, Rochester, have prepared plans for a \$300,000 theatre, which will be built in Toronto by Michael Shea.

It is reported that another three-storey addition to the Toronto Postoffice will be built immediately.

Wingham, Ont., will spend \$7,000 on improvements to the municipal electric light plant.

"Order is Heaven's first law."

CANADIAN NATIONAL BUSINESS SHOW

"Office and custom in all line of order."—Shakespeare.

The Manufacturer will gain new ideas in time-and-money-saving by seeing the latest business systems and office appliances at the Business Show to be held in

Massey Hall, Toronto
Week of October 5th

Kindly write for all particulars in regard to entries, competitions and tickets to

H. R. WOOD, Secretary
STAIR BUILDING, - TORONTO

REDUCED RATES ON ALL RAILWAYS

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THE PLACE VIGER HOTEL MONTREAL

A handsome fireproof structure recently erected in the very heart of the city's most historical points of interest, facing the Viger Gardens, a large and beautiful park. Only six minutes' walk from the piers of the ocean and river steamers.

Near to the business centre, the City Hall and Court House.

All railway depots within easy reach.
Porters meet incoming boats and trains.

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M. Barlés offers his services to Canadian producers desiring to do an export trade of the following lines:

Canned Lobsters, Bacon, Hams and Cured Meats, Canned and Preserved Goods, Canned Fruits, Vegetables, Jams, etc.

References

Comptoirs à l'Entrepôt général de Paris.

A disastrous fire did damage to the extent of \$135,000 to the store and warehouse of Rice Lewis & Son, Toronto, during the month. The building which suffered was separated from another large warehouse by fire walls, which prevented the fire spreading.

The West.

Many rural telephone systems are being installed in the West. John Harrower, Baldur, Man., is calling for tenders for a system, and the farmers north of Canora, Sask., are also arranging for the construction of a line.

The municipality of Edmonton is considering the establishment of a municipally owned street railway at an initial cost of \$125,000.

A Presbyterian church will be erected in Lethbridge, Alta., at a cost of \$30,000.

The citizens of Morden, Man., will vote on a by-law to spend \$10,000 on an electric light plant.

A telephone exchange will be built at Portage la Prairie, Man., this fall at a cost of \$25,000. A two-storey brick building will be erected.

The Weston Bridge and Equipment Co. may establish a western branch in Vancouver, B.C.

Work will commence at once at Winnipeg, on a round-house for the National Transcontinental Railway. The J. D. McArthur Co. are building it.

Brandon, Man., will build a hospital. Work will commence at once.

George Collison, Killarney, Man., has received a bonus for building an electric light plant in that town.

Oak Bay, B.C., will erect a new school building at a cost of \$10,000.

The Central Electric Company, of Portage la Prairie, will instal new machinery in their plant at a cost of \$30,000.

The Hall Co., of Hanley, Sask., will erect an elevator at Tugaske, Sask.

Vancouver is to have a new hotel. Tenders have been called for by the architects, Parr & Fee, for a seven-storey brick structure.

The city council of Vancouver have been negotiating with Mr. T. Everson, of Oshawa, Ont., looking to the establishment of a wire-fence industry in that city.

The city of Winnipeg will build a \$28,000 addition to the Carnegie Library.

The Manitoba Gypsum Co., of Winnipeg, will erect an addition to their factory at once.

The Lennox Furnace Co., of Marshalltown, Iowa, are considering the establishment of a Canadian branch. Winnipeg and Fort William are favored as sites.

A new industry has recently been started by the B. C. Foundry Co., of Esquimalt, for the manufacture of manganese bronze, to be moulded into blades for propellers.



TRADE MARK

**Canadian
Billings & Spencer**

Limited

Welland, Ont.

GET SOMETHING THAT WILL STAND
[THE STRAIN

DROP FORGINGS
WILL DO IT

—We Manufacture—

Machine Wrenches Lathe Dogs

Thumb Screws

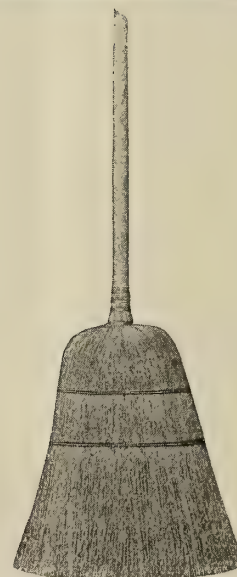
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Send Models or Drawings
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All Kinds for All Purposes

Write for Descriptive List

H. W. NELSON & CO., Ltd., Toronto

For Office, Store or Home "Classik" Steel Ceilings

and Sidewalls have no equal as an interior finish.

They are embossed in a multitude of pleasing and appropriate designs, and in appearance are unexcelled.

They are not injured by fire or moisture, nor by jarring or settling of the building.

They never crack, warp or fall down.

Are practically indestructible and will outlast a dozen wood or plaster ceilings.

Because "Classik" Ceilings are lasting, ornamental and inexpensive, they are largely used in Schools, Churches, Stores, Offices, Residences, etc.

We have a suitable "Classik" Ceiling for any room, price and description of which we will be pleased to furnish upon receipt of size and shape of room.

Catalogue "A" illustrates many designs, and is sent free upon request.

The GALT ART METAL CO.
LIMITED

GALT, CANADA

WINNIPEG, AND REGINA
DUNN BROS.

TORONTO
W. D. BEATH & SON

"Metallic" Roofing, Siding, Ceiling:

Fire, Lightning, Rain, Wind and Snow
Proof, Durable, Ornamental, easily applied.

Corrugated Iron:—Straight or curved.

Fireproof Windows, Doors and Shutters.

Everything that is reliable and artistic in
Sheet Metal Building Material.

COPY OF TESTIMONIAL

THE METALLIC ROOFING CO. OF CANADA, Limited
TORONTO.

Simcoe, Ont., April 9th, 1908.
Dear Sirs:—"We have handled your "Eastlake" Shingles for nearly a quarter of a century. They have been on the Court House, Free Library, and other public buildings in this town for 18 years. We have used very large quantities during the past 25 years, and they have always given first-class satisfaction, and have never required any repairs."

(Signed) MADDEN BROS.,
Tinsmiths and Hardware Merchants.

The Metallic Roofing Co., Limited
Manufacturers, Contractors, Exporters
TORONTO and WINNIPEG

THE CANADA PAINT

COMPANY, Limited

NOTWITHSTANDING the enormous and
gratifying increase in our output of
Ready-mixed Paints, there is still a brisk and
lively demand for our popular and reliable
brands of **White Lead**.

*IT is conceded by all practical painters and
judges, that the highest standard of excel-
lence in **White Lead** is represented by the
world-famous "**Elephant**."*

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For Factory Construction



There is no other material quite so satisfactory
—CHEAP, WARM, FIREPROOF, DURABLE, as

"Acorn Quality" Corrugated Sheets

Don't tie up unnecessary capital in
expensive buildings. Write us and
we'll tell you how to build at small
cost, thus leaving the bulk of your
capital to develop your business.

Our Catalogue is Free for the Asking

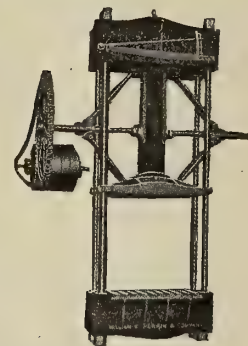
The
Metal Shingle & Siding Co. Limited
PRESTON, ONT.
Montreal Toronto

TRADE ENQUIRIES

NOTE.—For further information regarding any inquiry mentioned under this heading or the names of inquiries, apply by numbers to the Secretary, at Toronto.

- 51 **Agent.**—A gentleman well known in the Argentine Republic, and who purposes returning there shortly, wishes to get into touch with reliable firms requiring a representative in that country.
- 52 **Asbestos, Raw Products, Pulp, etc.**—A Glasgow firm desires to hear from Canadian exporters of asbestos and other minerals, raw products, pulp, etc.
- 53 **Ash Broom Handles.**—A Manchester firm asks for prices of ash broom handles from Canadian manufacturers.
- 54 **Apples, Green and Evaporated.**—A firm with offices at Amsterdam and Rotterdam, Holland, would be pleased to hear from Canadian shippers of green apples, and also of dried and evaporated apples. The firm is also interested in flour, oats, millfeed, etc., and invites correspondence and quotations.
- 55 **Biscuits and Canned Fruit.**—A grocery firm in Barbados wishes to receive information from manufacturers of biscuits and canned fruit in Canada.
- 56 **Boots and Shoes, Machinery.**—A manufacturers' agent in Barbados would like to take up agencies for manufacturers of boots and shoes and machinery in Canada.
- 57 **Boots and Shoes.**—A Canadian with experience in New Zealand markets is anxious to return there and represent a first-class Canadian firm of boot and shoe manufacturers. Would also carry other lines which would fit in with this.
- 58 **Butchers' Maple Blocks.**—A Lancashire firm asks for prices of butchers' maple blocks, reversible, sectional, without legs, sizes 4 x 2 x 9 ft., 5 x 2 x 9 ft., and 6 x 2 ft., 3 x 9 inches, from Canadian exporters.
- 59 **Building Materials, Machinery, etc.**—Vancouver, B.C., agent is open to represent Eastern manufacturers of building materials and machinery in the West on a commission basis. References.
- 60 **Canned Goods, Salmon, Lobster, etc., Flour.**—Well-known firm of manufacturers' agents in Durban, South Africa, are anxious to represent a first-class Canadian firm exporting these lines. References and good connection.
- 61 **Canned Fruits.**—A commission agent in the port of Hull, England, is inquiring for the agency of a Canadian canning company supplying canned fruits and other dainties.
- 62 **Canned Goods.**—A Barbados firm of wholesale merchants desires to have correspondence with canning firms in Canada.
- 63 **Canned Goods, Tea, etc.**—A Barbados wholesale and retail dealer in groceries, desires to have correspondence from fruit canners, dealers in tea, and curers of ham and bacon in Canada.
- 64 **Canned Goods, Salmon, Jam, Cheese, etc., etc.**—A mercantile firm in Japan wishes to get in touch with Canadian merchants interested in the export of canned goods, salmon, jam, cheese, butter, condensed milk, cream, etc., and invite correspondence.
- 65 **Closet Seats.**—A Manchester firm asks for dimensions and prices of closet seats from Canadian manufacturers.
- 66 **Clothes Pegs.**—A Manchester firm asks for prices of clothes pegs from Canadian manufacturers.
- 67 **Closet Seats.**—A Manchester firm requests dimensions, description and prices of closet seats from Canadian manufacturers.
- 68 **Closet Seats.**—A Lancashire firm asks for dimensions, description and prices of closet seats from Canadian manufacturers.

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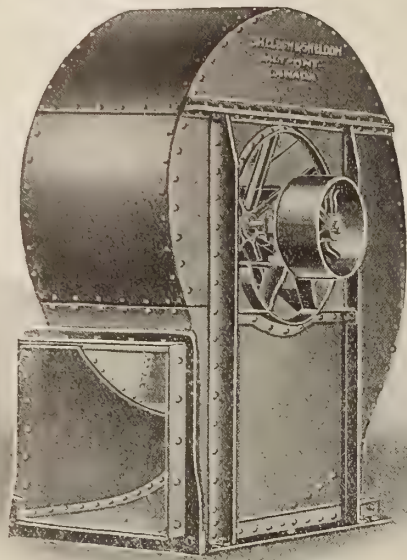
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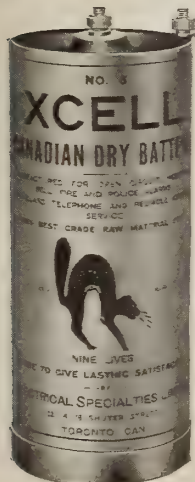
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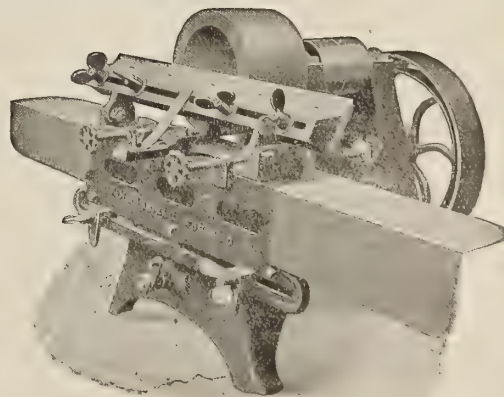
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Will Grind 6 in. to
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- 69 **Cooking Stoves.**—A Barbados firm of hardware dealers desires to have correspondence with manufacturers of cooking stoves in Canada. The style of stove in the West Indies being smaller than that used in Canada.
- 70 **Domestic Linseed.**—Samples, with prices, of fine screened linseed, suitable for domestic use, are invited from Canadian exporters by an importing firm in the north of England who handle large quantities of this commodity.
- 71 **Egg Cases.**—A Scottish firm asks to be placed in correspondence with Canadian manufacturers of egg cases and fillers in a position to do export trade.
- 72 **Flour.**—A well-established firm in Barbados, dealing in the wholesale flour and grain business, wishes to correspond with Canadian exporters and millers who understand the West Indian market.
- 73 **Flour.**—A Barbados firm of wholesale merchants desires to have correspondence with manufacturers who are able to put up flour in 50-lb. tins.
- 74 **Fruit Drying Machinery.**—A dealer in London, England, wishes to purchase a complete plant for drying plums for use in Russia, and will be glad to hear from Canadian makers.
- 75 **Hack Saw Blades.**—A Manchester firm asks for prices of hack saw blades from Canadian manufacturers.
- 76 **Hardware.**—A promising New Zealand firm of manufacturers' agents seek sole agencies for nails, screws, galvanized fencing wire, staples and expanded metal for lathing.
- 77 **Harness Leather.**—A Manchester firm wishes to obtain prices of harness leather from Canadian manufacturers.
- 78 **Household Furniture.**—A Barbados dealer in furniture desires to have correspondence with manufacturers of cheap lines of household furniture in Canada.
- 79 **Ice Cream Machines.**—A firm with special facilities for securing a trade among English users of ice cream requisites and machines asks for catalogues from Canadian manufacturers supplying this class of goods.
- 80 **Implements.**—A Liverpool firm asks for catalogues and prices of strawboards from Canadian manufacturers.
- 81 **Leather and Harness.**—A dealer in leather in Barbados desires the addresses of and invites correspondence with Canadian dealers and manufacturers of leather and harness.
- 82 **Lawn Settees and Chairs.**—Kristiania, Norway, firm of manufacturers' representatives would be glad to hear from Canadian exporters of these lines for whom they could do business.
- 83 **Manufacturers' Representative.**—Eastern Canada traveller is open to represent Ontario manufacturers of ladies' and children's underwear.
- 84 **Manufacturers' Representatives.**—Paris, France, commission agent is open to represent first-class Canadian exporters of various produced and manufactured goods.
- 85 **Manufacturers' Agents.**—First-class London, England, firm are prepared to take the agencies of Canadian houses in South Africa, where they have a splendid connection.
- 86 **Manufacturers' Representative.**—Englishman with a good connection and references is anxious to secure the agencies of a few first-class Eastern Canada houses.
- 87 **Manufacturers' Agents.**—Constantinople, Turkey, manufacturers' agent desires to hear from Canadian firms whom he could represent. Is an Englishman, with Canadian references, and will handle any lines.
- 88 **Manufacturers' Agent.**—A Canadian man about to make a trip to England would like to hear from Canadian exporters whom he might represent while there. Will be away six months. First-class experience. References.
- 89 **Maple Roller Blocks.**—A Liverpool firm desires to obtain dimensions and prices of maple roller blocks from Canadian manufacturers.



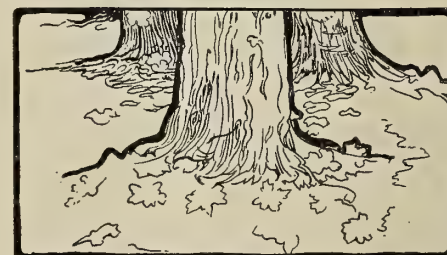
**J. L. JONES
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CO.** 

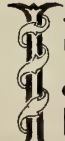


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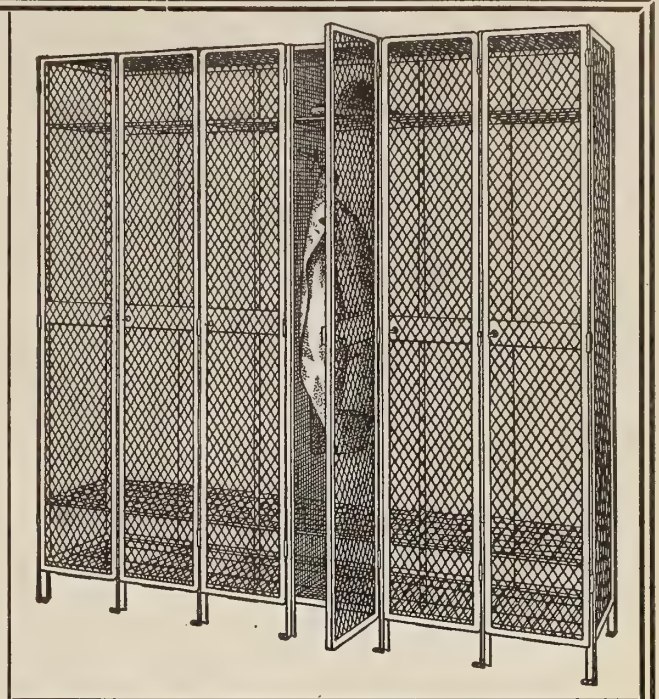
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- 90 **Mechanical and Sulphite Wood Pulp.**—Antwerp, Belgium, broker can place orders for this material of Canadian manufacture, if it can compete with that from Sweden and Russia. Prices c.i.f. Antwerp and samples are desired.
- 91 **Mica.**—A Manchester electrical company seeks supplies of amber mica, and would be pleased to hear from Canadian producers and shippers.
- 92 **Nails, Gas Pipe.**—A London firm invites correspondence from Canadian manufacturers of nails, wire and cut, and also of gas pipe (for gas, steam and water purposes) who seek export trade.
- 93 **Oilskin Coats and Bent Wood Chairs.**—Auckland, New Zealand, firm of manufacturers' agents desire to hear from Canadian manufacturers of these articles who might place the sale of these goods in their hands on a commission basis. References.
- 94 **Paste-boards and Ironing-boards.**—Manchester firm asks for dimensions and prices of paste-boards and ironing-boards from Canadian manufacturers.
- 95 **Pulp Broker.**—Well-known pulp and paper agent in Birmingham, Eng., would like to hear from Canadian firms interested in export trade. Can do good business as exclusive representative for a first-class firm. His terms may be had on application to this office.
- 96 **Rubber Tires.**—A Barbados dealer in rubber goods desires catalogues and prices of rubber tires for carriages and motor cars from manufacturers in Canada.
- 97 **Sledge and Hammer Handles.**—A Manchester firm desires to obtain prices of sledge and hammer handles from Canadian manufacturers.
- 98 **Sole Leather.**—A Manchester firm wishes to correspond with Canadian exporters of sole leather.
- 99 **Soaps and Benzine.**—A firm of druggists in Barbados wishes to hear from manufacturers or dealers in household soaps and benzine in Canada.
- 100 **Specialties.**—Newcastle, Australia, firm of agents desire to hear from Canadian manufacturers of specialties such as trouser presses, wooden novelties, etc., whom they could represent in their territory.
- 101 **Three-ply Veneers.**—Prominent firm of importers of furniture, etc., in Melbourne, Australia, are in the market to purchase these veneers of various dimensions and quantities. They also would like to hear from a firm whom they could represent exclusively. Specifications at this office.
- 102 **Typewriter.**—A South African firm of stationers and book-sellers desire to be placed in communication with manufacturers or exporters of the "Empire" typewriter, making the cash price for same delivered at East London.
- 103 **West Indian Representative.**—An experienced commercial man who has covered the West Indies on several occasions is anxious to hear from Canadian firms who would like their goods represented on his next trip. First-class references. Will be leaving in three months.
- 104 **Wooden Goods, Handles, etc.**—Liverpool, England, importers of these goods will be in Canada shortly with a view to forming connections with first-class manufacturers of same. Will be able to call on any firms interested.
- 105 **Wood Pulp.**—A London firm is desirous of being placed in touch with Canadian manufacturers of wood pulp who may wish to be represented in the United Kingdom.
- 106 **Wood Pulp, Newspaper, Hardwood Flooring, etc.**—A North of England firm desires to get into touch with Canadian exporters of wood pulp, newspaper, hardwood flooring, crude and fibred asbestos, and mica.
- 107 **Washboards.**—A Manchester firm desires to obtain prices of washboards from Canadian manufacturers.

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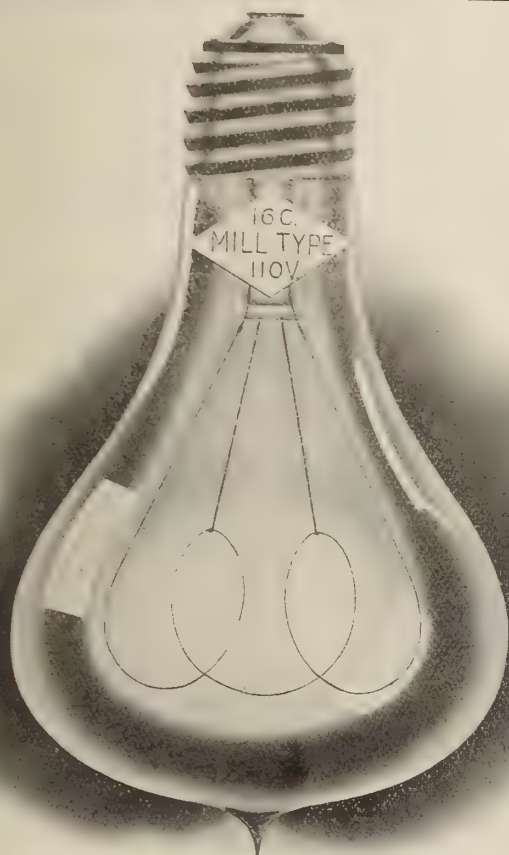
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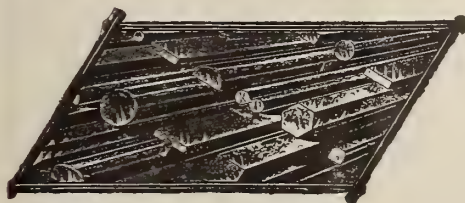
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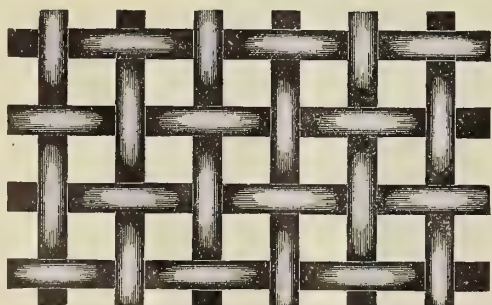
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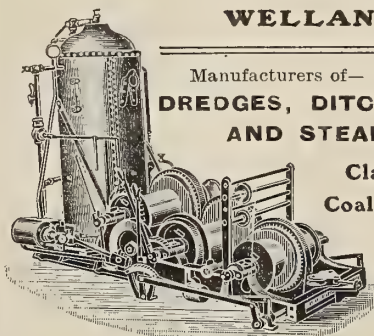
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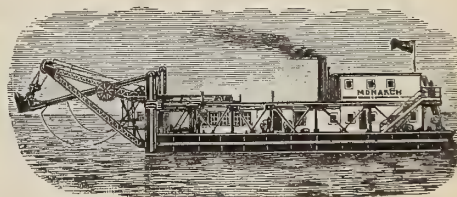


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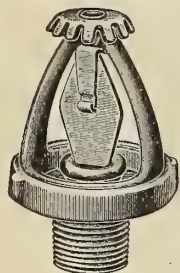
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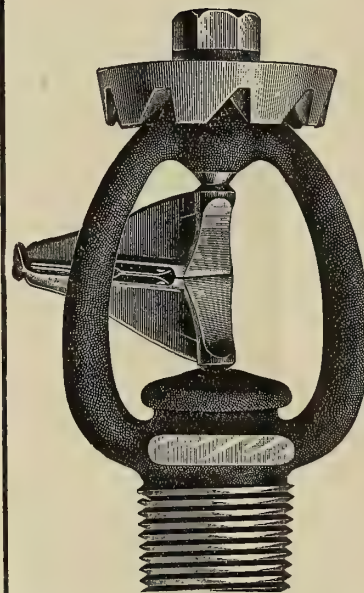
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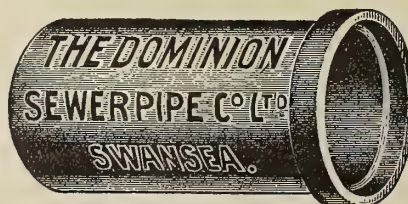
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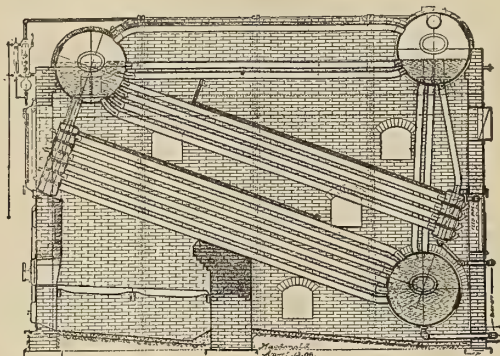
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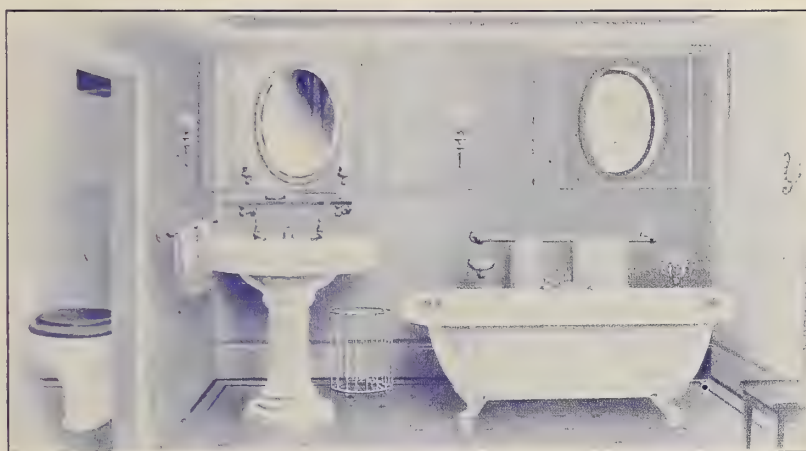
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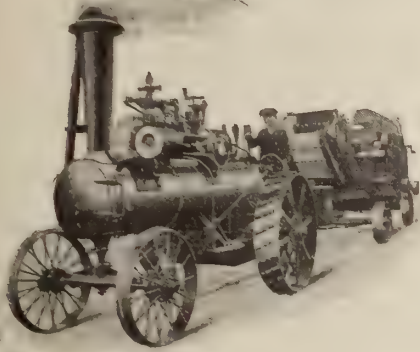
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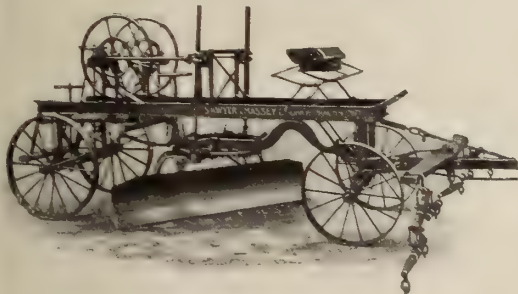
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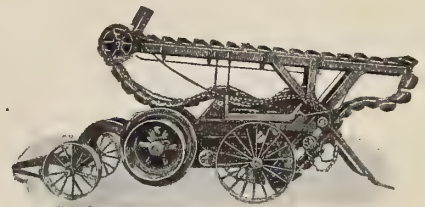
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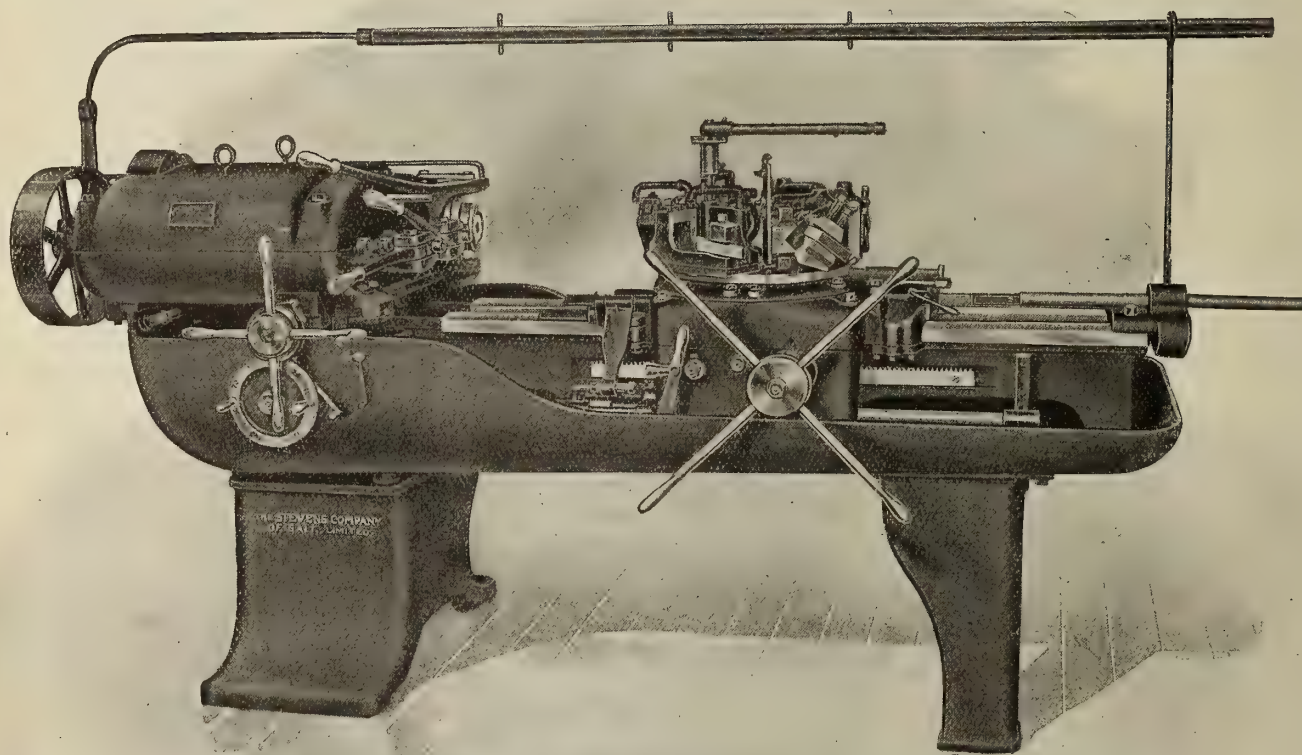
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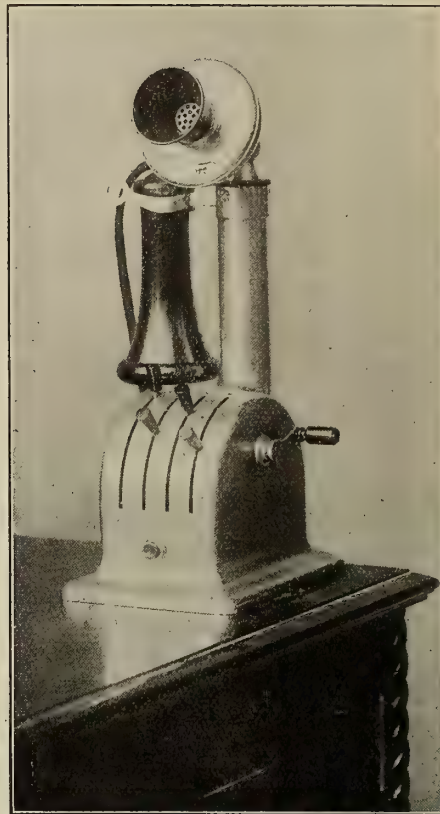
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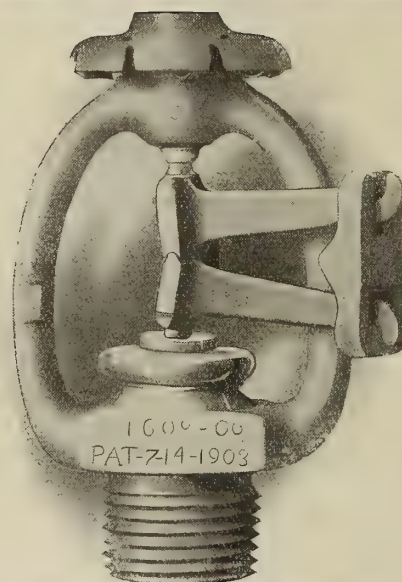
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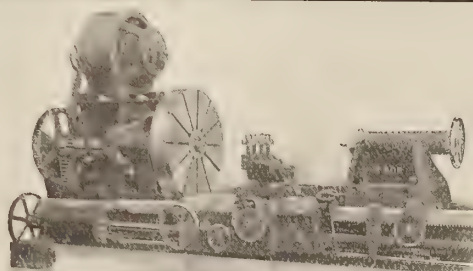
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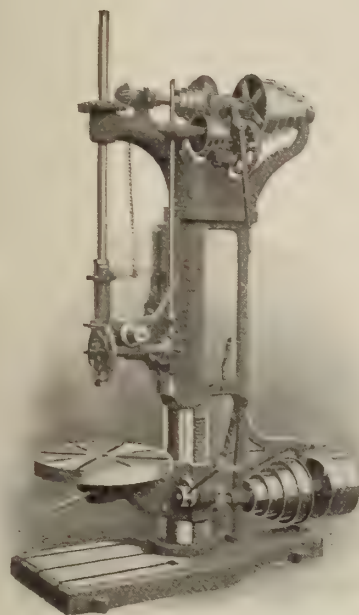
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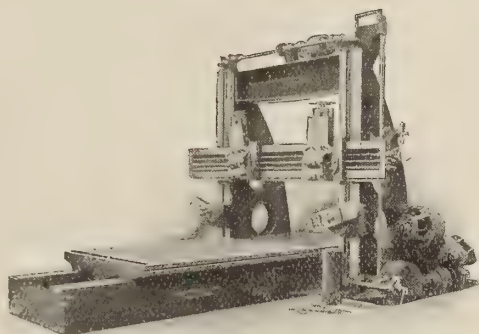


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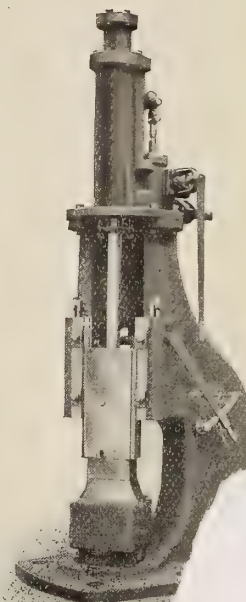


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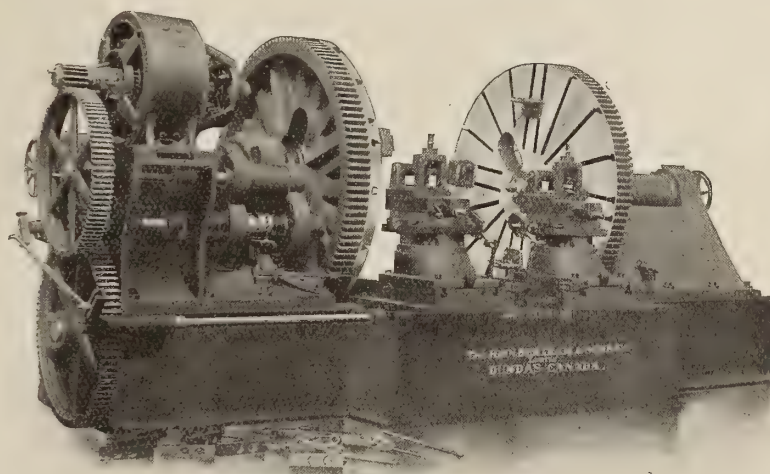
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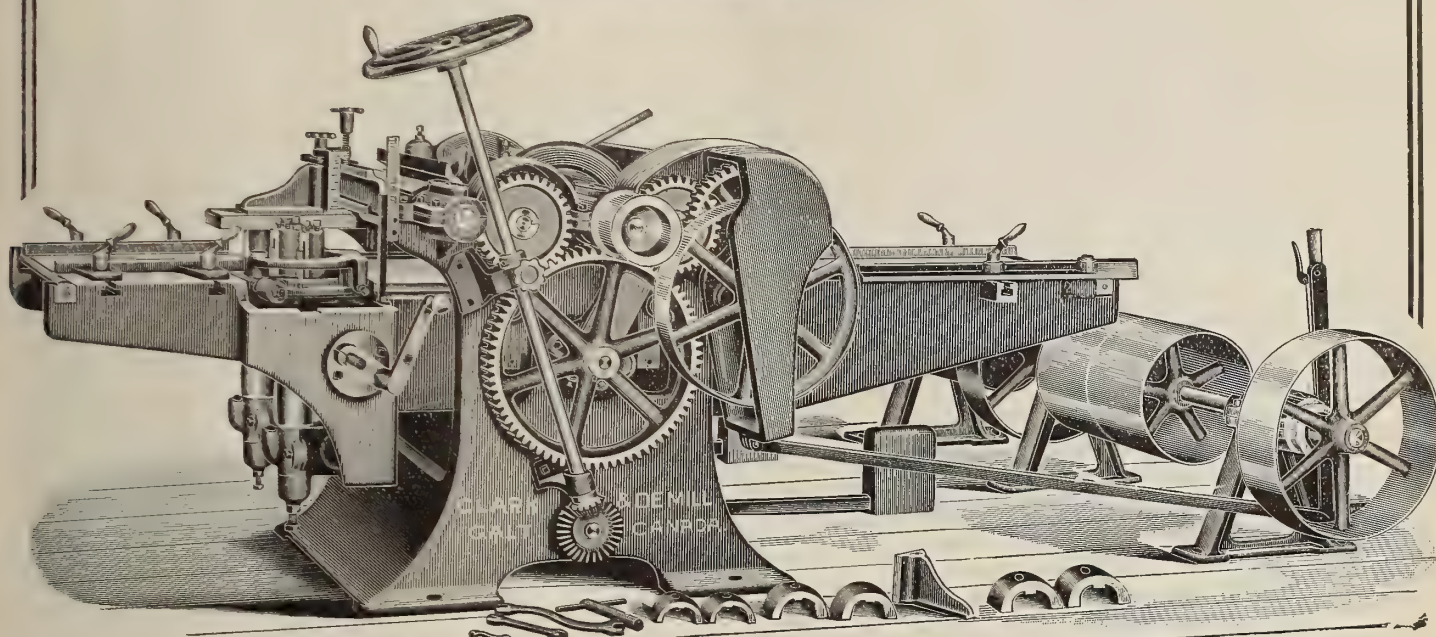
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HAMILTON, ONTARIO



The Canadian works of the International Harvester Company of Canada, Limited, are located at Hamilton, Ontario. The plant occupies one end of a 200-acre tract, and is the largest on British soil devoted exclusively to the manufacture of harvesting machines, seeding machines and tillage implements.

Following are the names and dimensions of the various buildings which comprise the works:—

Grey iron foundry—80 x 740 ft., one story high, with annexes devoted to sand sheds, coke sheds and core room.
Malleable iron foundry—84 x 830 ft., one story high, with finishing department 84 x 80 ft., at one end, three stories high.
Forge shop—84 x 702 ft., one story high.
Erecting and assembling building—72 x 350 ft., two stories and basement.
Knife and bar building—78 x 121 ft., four stories and basement.

Wood shop—450 ft. long, a portion of which is 72 ft. wide and the remainder 100 ft. wide, all one story high.
Paint shop—72 x 178 ft., four stories and basement.
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Malleable foundry core room—61 x 83 ft., one story high.
Grey iron core room—35 x 150 ft., one story high.
Pumping station and boiler house—41 x 119 ft., one story high.
Storage house—120 x 400 ft., four stories and basement.
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All of these buildings are of modern construction and embody the latest and best ideas for fire protection. A full line of both Deering and McCormick harvesting machines, seeding machines and tillage implements are manufactured at this plant. The list of machines and implements includes the following: Grain binders, reapers, mowers, rakes, tedders, disk harrows, smoothing harrows, lever harrows, spring tooth harrows, hoe drills, shoe drills, disk drills, combined cultivators and seeders, and broadcast seeders.

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**International Harvester Company of Canada,
Limited**

HAMILTON, ONTARIO

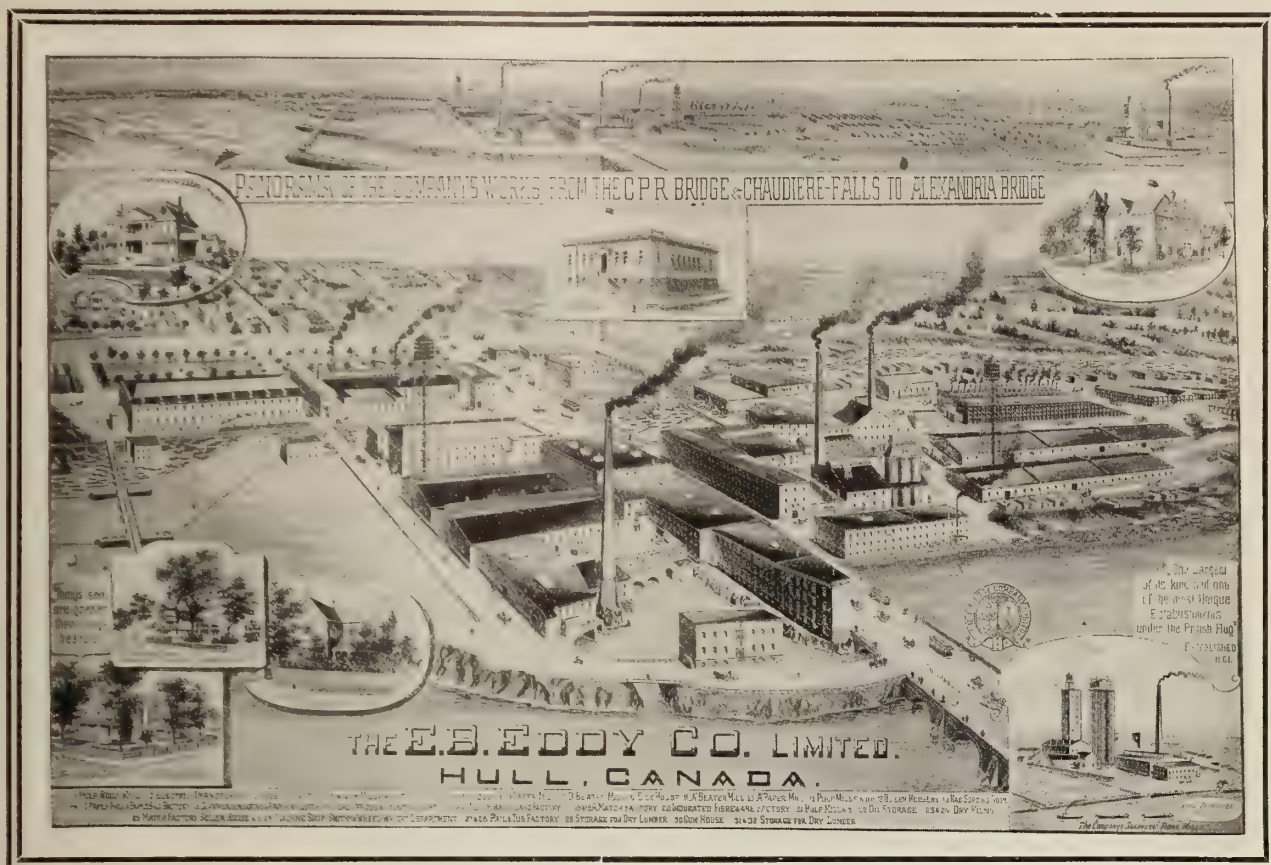
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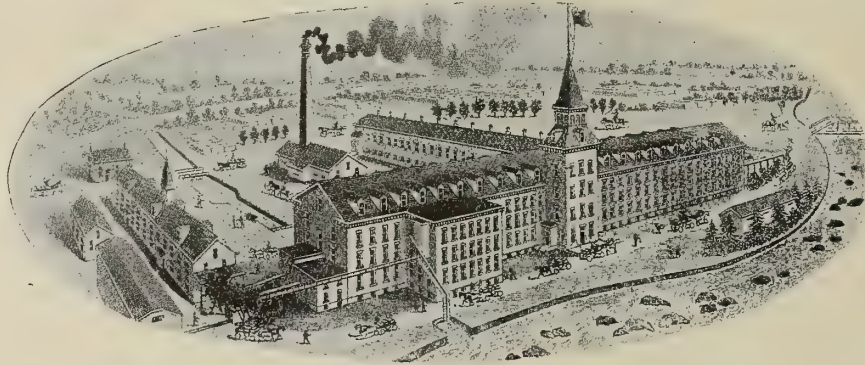
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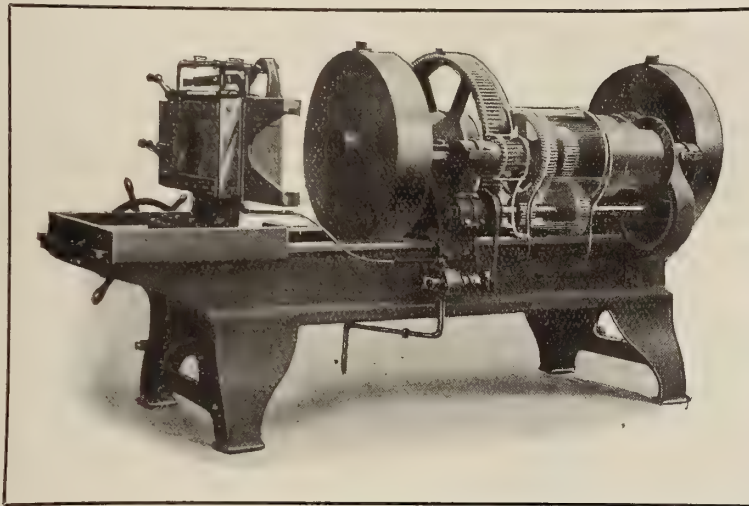
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The best machine is cheapest; and a comparison of the

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PIPE CUTTING and THREADING MACHINE

with any other will convince you that the Shantz is best. The illustration shows the SHANTZ No. 6 for threading $2\frac{1}{2}$ to 6 in. pipe. It does the work with absolute accuracy, and does it quicker and cleaner than any other machine in America. This machine weighs 4300 lbs., and is immovably rigid. The Shantz is

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a device which assures absolute accuracy in threading any make of fitting by the adjustment of a simple adjusting screw upon which the operating lever rests.

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NO. 2,	CUTS FROM	$\frac{1}{2}$ in. to 2 in.
NO. 3,	"	$\frac{1}{2}$ in. to 4 in.
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I. E. Shantz & Co., Berlin, Ont.

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¶ IN spite of the efforts of the crop killer, of the chinch bug and the green one, his allies; in spite of the weevil and the "deevil", the world's last best West will enrich anew our fair Dominion to the value of at least one hundred million bushels of golden harvest.

¶ One hundred million bushels of the finest wheat that grows, the wheat that is making Canada famous abroad with the foreign bread-eaters.

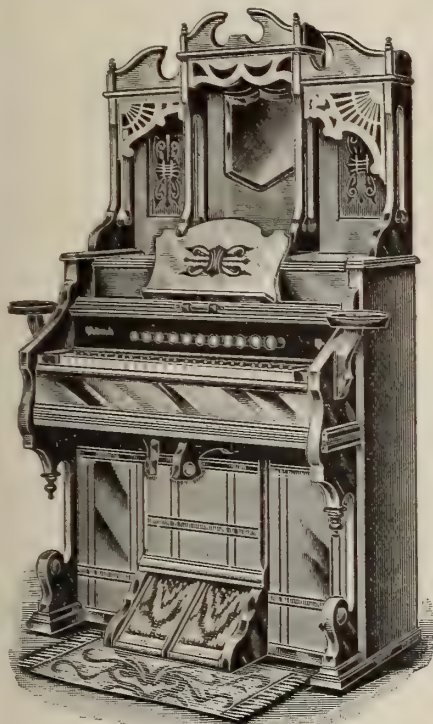
¶ Of this immense crop, fully one-seventh is destined to feed the rolls in the Lake of the Woods mills. Running for a year without a halt at full daily capacity of 21,000 bags, this company would require over fourteen million bushels to feed its hoppers.

¶ Should the necessity arise, the Lake of the Woods Milling Company alone could carry, from this harvest to the next, the one million families living in Canada at the last census, giving to each at its mill doors sufficient flour to make 10 loaves of bread a week—and FIVE ROSES flour at that!

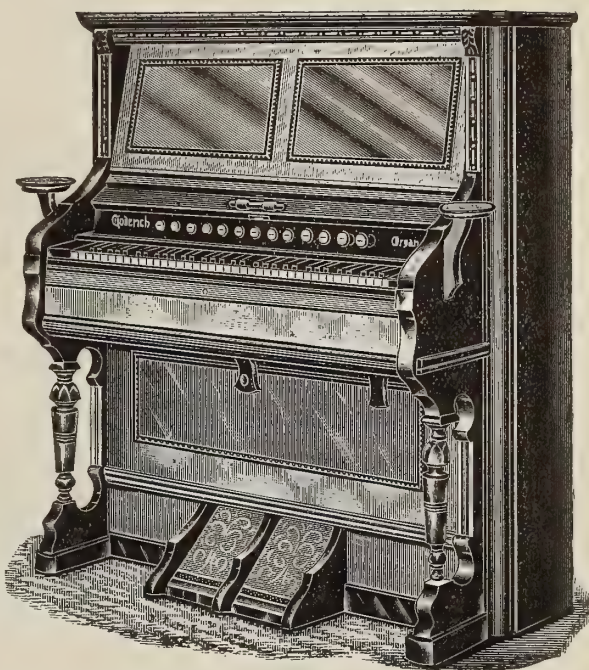
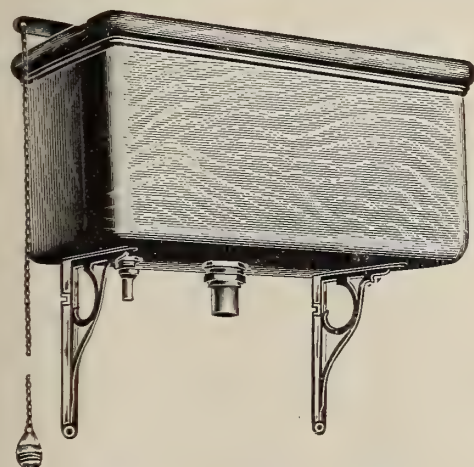
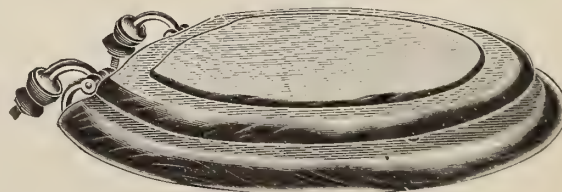
¶ Now think that in 1890 their capacity was only 800 barrels a day. Of this phenomenal progress the explanation is easily traced to the impressive quality, the more-than-legal purity and unvarying uniformity of their FIVE ROSES. 'Tis only flour, ay!—but 'tis *good* flour.

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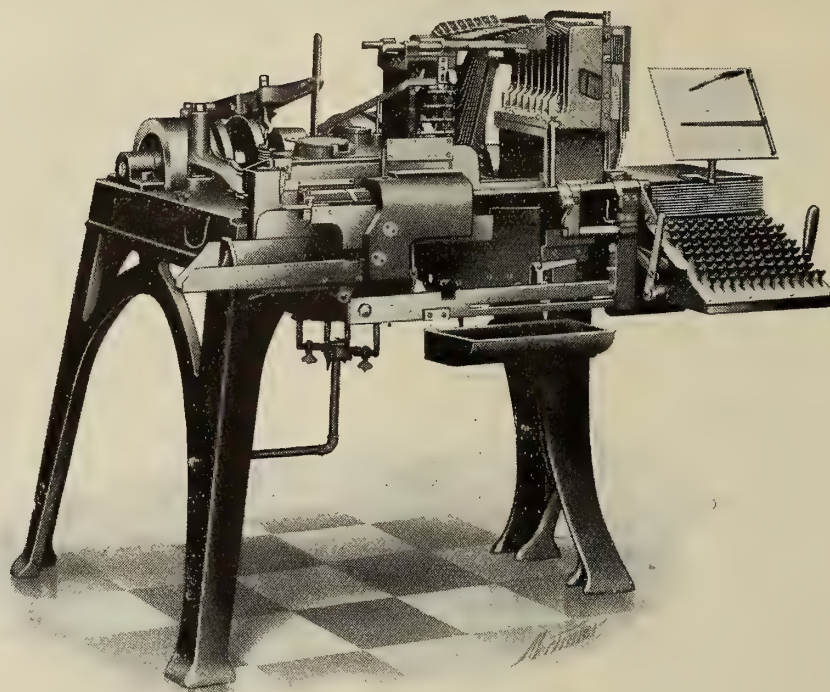
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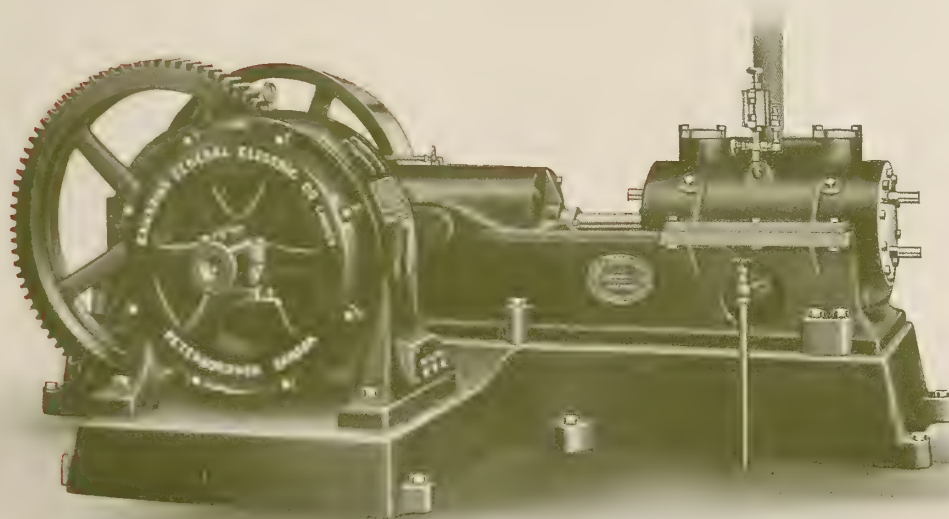
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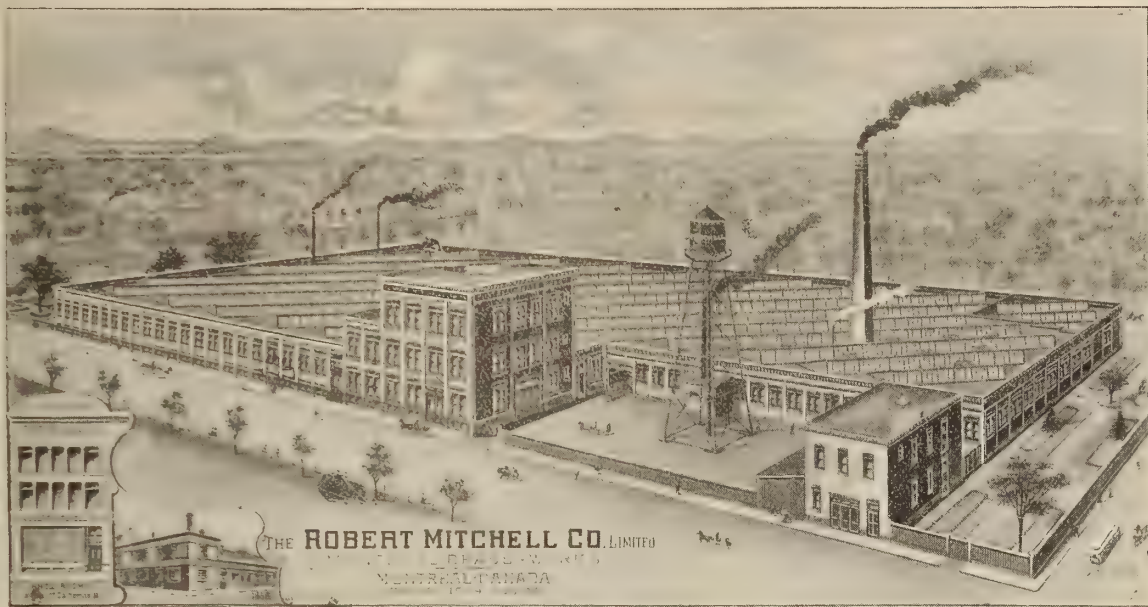
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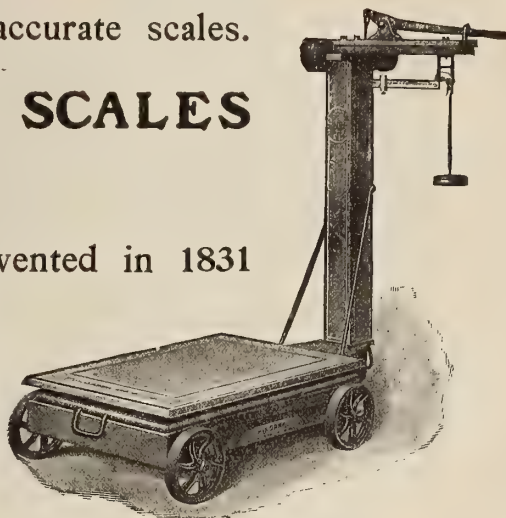
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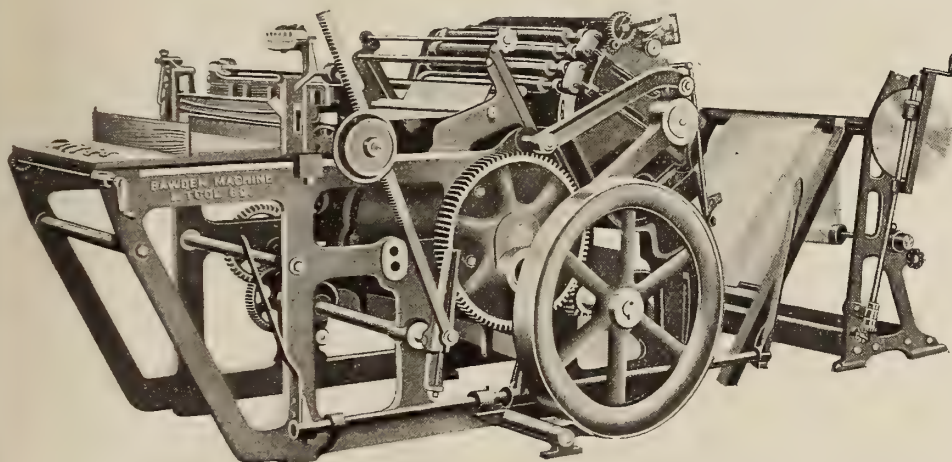
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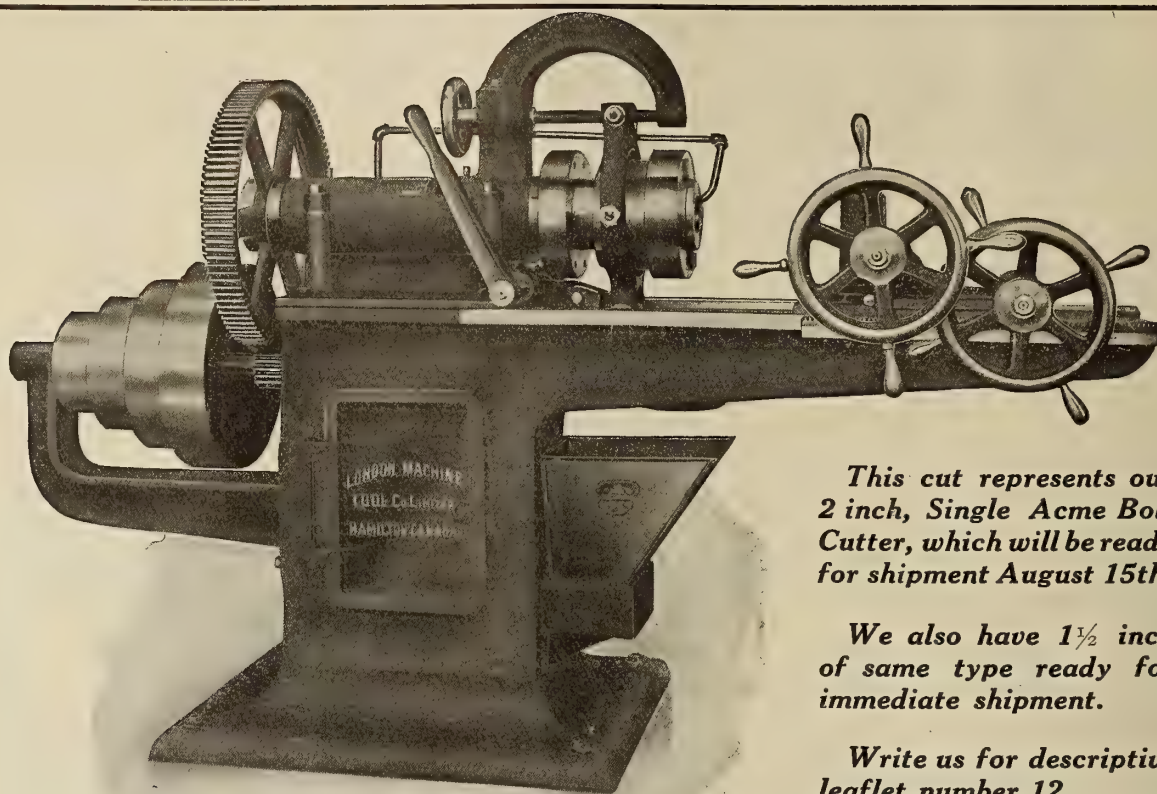
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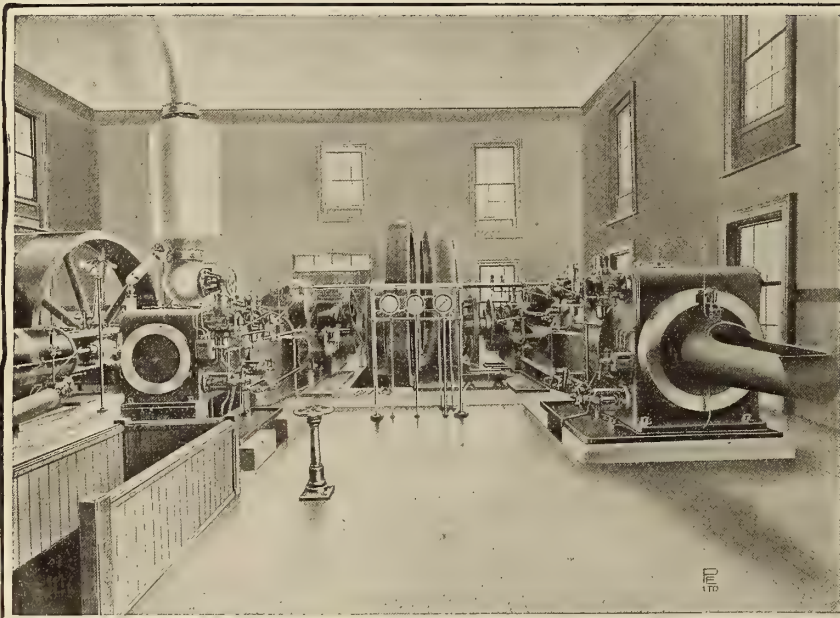


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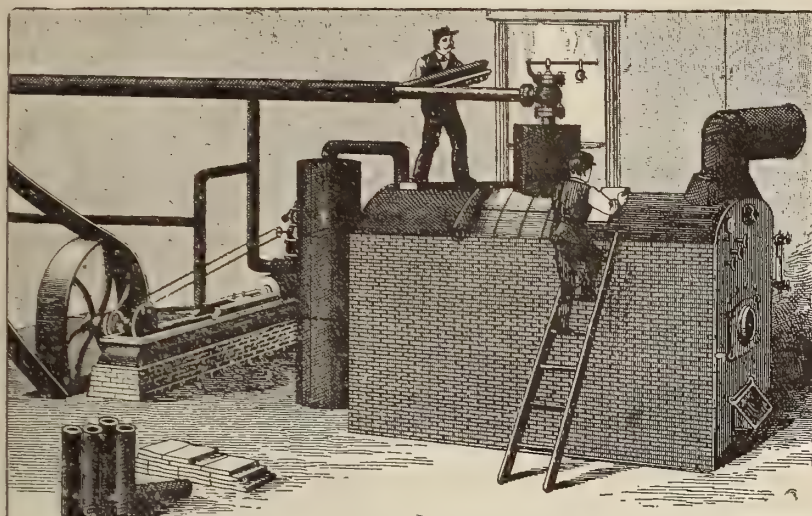
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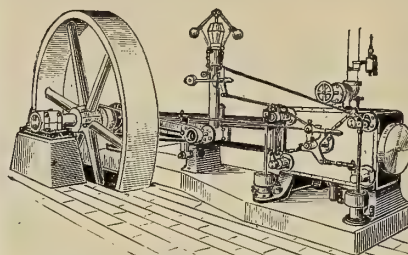
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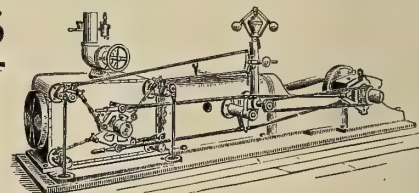
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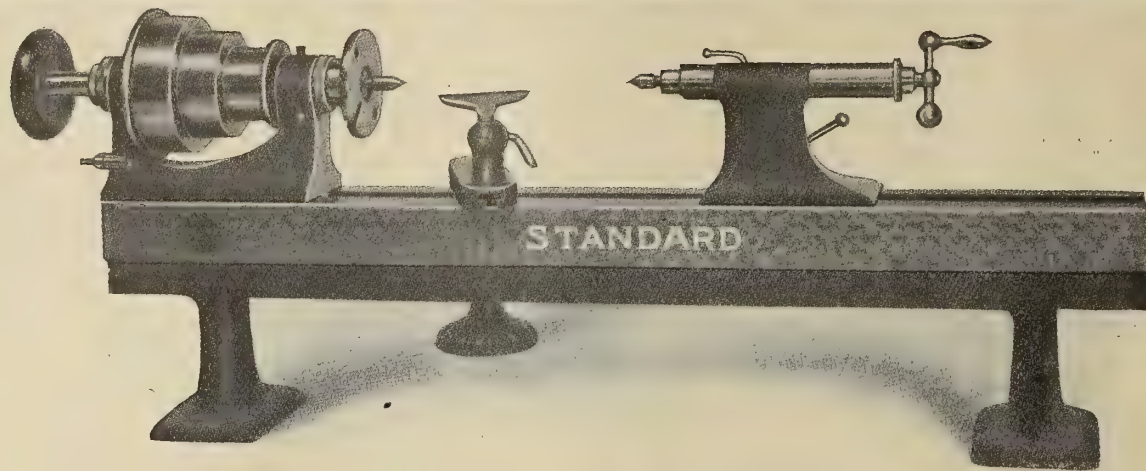
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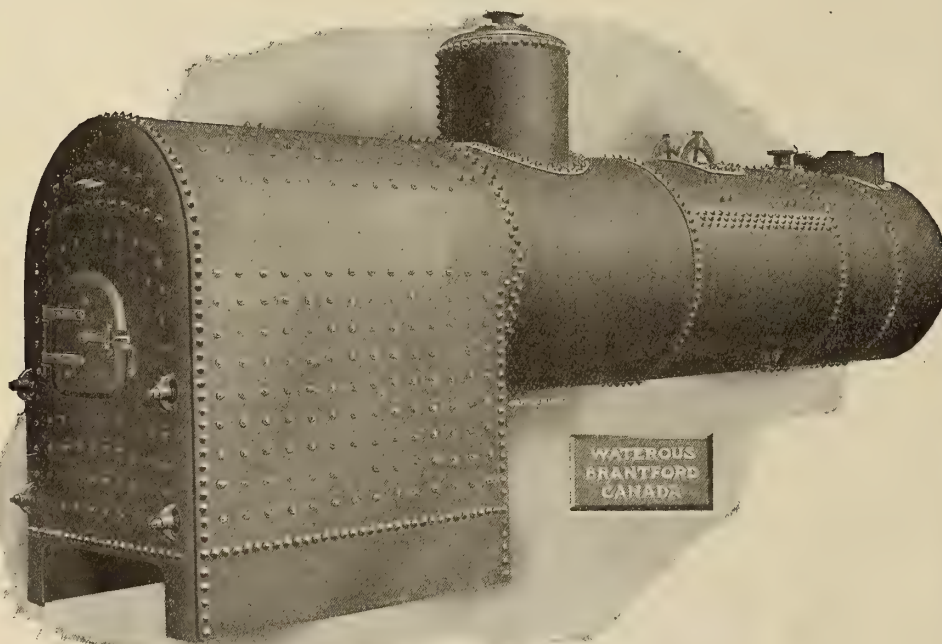
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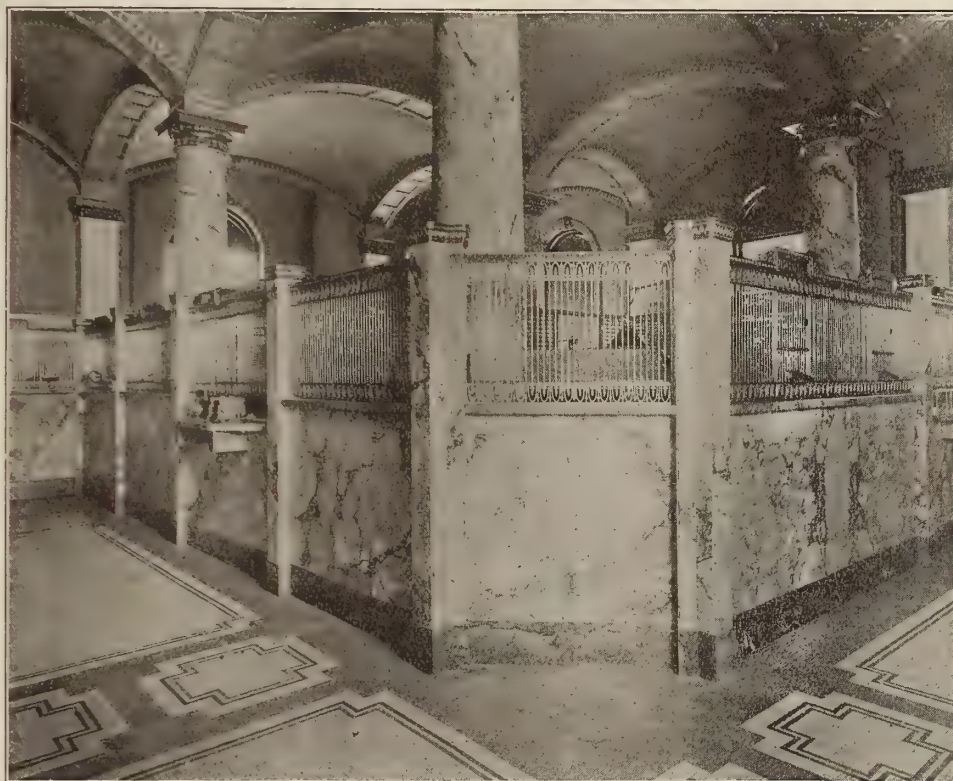
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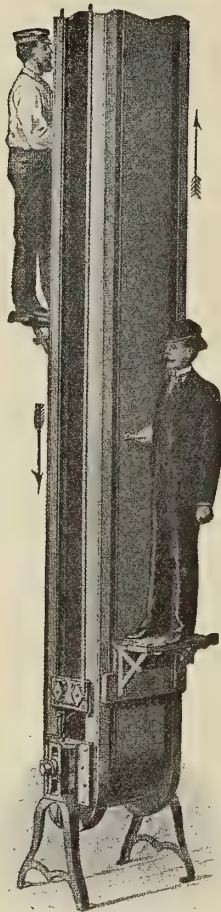
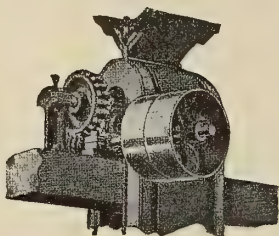
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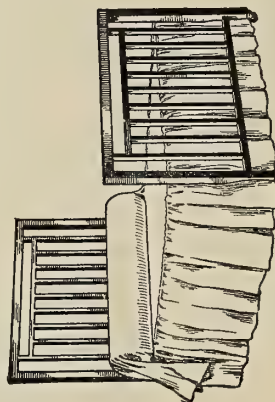
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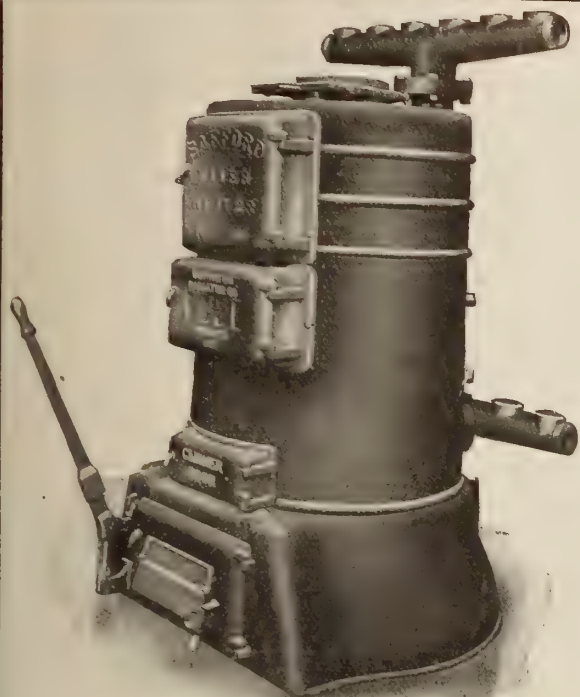


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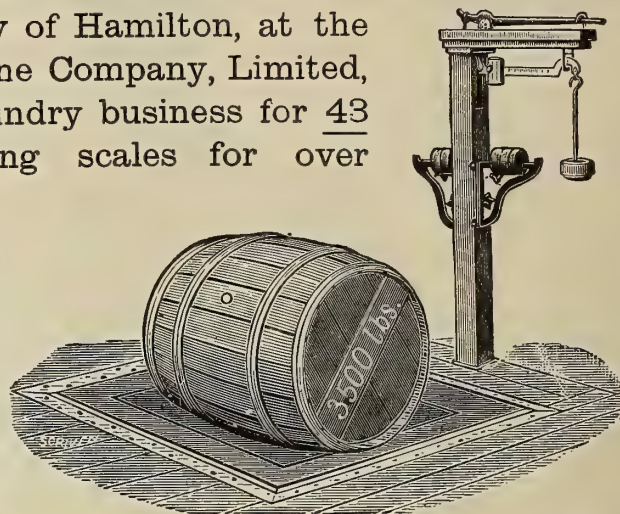
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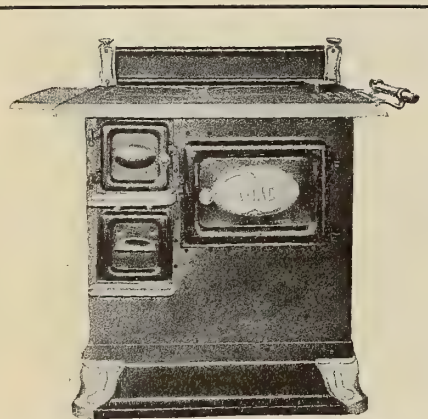
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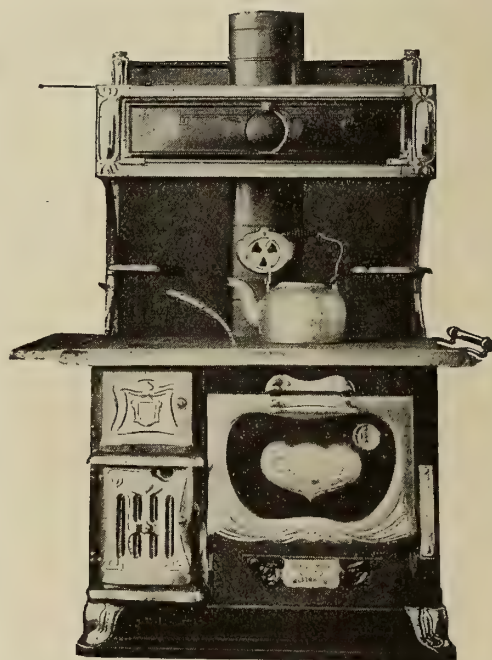
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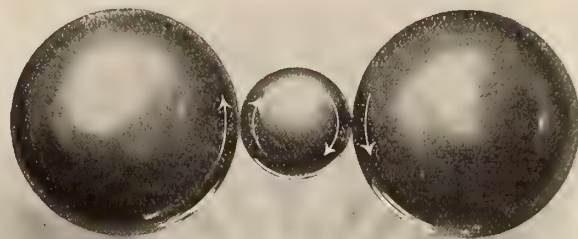
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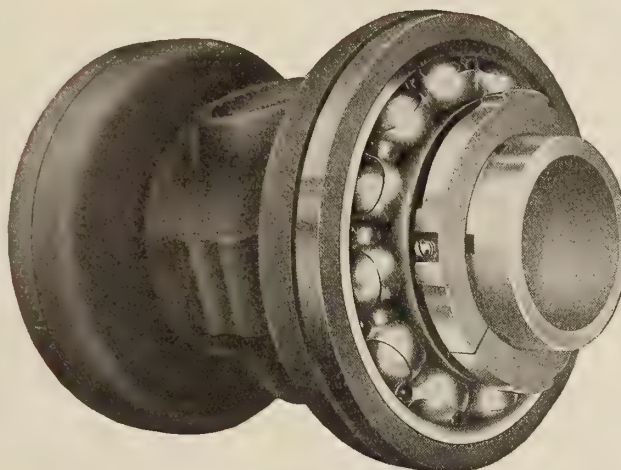
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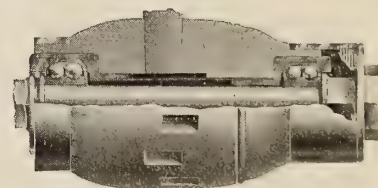
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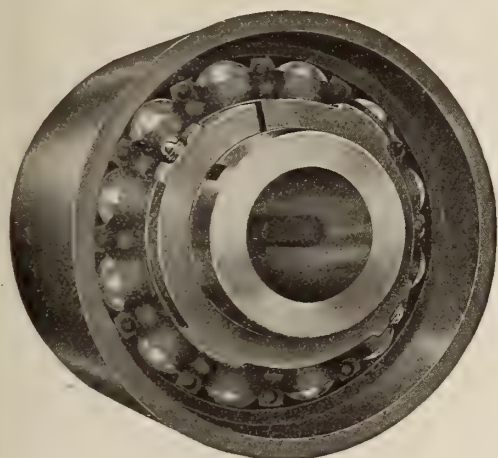
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INDUSTRIAL CANADA

ISSUED BY
The CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

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TORONTO, OCTOBER, 1908

No. 3

INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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COMMENT OF THE MONTH.

The Convention.

THE annual convention was a success. Those who missed it missed a most profitable and enjoyable experience. In this number of *INDUSTRIAL CANADA* we are trying to make it up to them in some small degree by publishing a report of the proceedings and of the many able and interesting discussions which took place. Matters of interest to our manufacturers in every branch of industry were brought up and discussed, and the policy of the Association for the next twelve months decided upon. Throughout, the entire proceedings were marked by a sturdy Canadianism, which should have its effect upon those who have in their power the shaping of the Canadian destiny. At the banquet, which closed the convention, both Sir Wilfrid Laurier, the leader of the Government, and Mr. F. D. Monk, who represented the leader of the Opposition, declared that they had followed the proceedings of the convention closely, as reported in the daily press. They must, therefore, have caught something, at least, of its Canadian spirit, and it is to be hoped that it

will have its effect upon them. The convention, they must have observed, was not merely a meeting of organized manufacturers for the sole purpose of advancing what might be called the selfish aims of the manufacturing interests of this country. Far from it. The convention naturally dealt with problems of special interest to manufacturers, but it found time to take up matters of more general concern and to lend the weight of its influence to the advancement of projects in the general interest of the whole country. Technical education, while of interest to manufacturers, is of prime importance to the workingman, and the Association, both in convention and out of convention, has done all in its power to secure this boon for the people of Canada who have to depend upon their work for a livelihood. Another matter of national importance is the conservation of our forest wealth for the people of our own country, and the convention placed itself on record as favoring the prohibition of the export of our pulp-wood. Other matters of general interest dealt with will be found in the report of the proceedings published in this issue, but these we have instanced to show that the Canadian Manufacturers' Association is not selfishly bound up in itself, as some people unjustly charge it with being. Every member who attended the convention, and every one who belongs to the Association, has reason to feel proud of its broad spirit of Canadianism. The great drawback to Canada has always been the lack of a true national spirit, and it is greatly to the credit of the Canadian Manufacturers' Association to be able to say that they are working to create that spirit amongst our people, without which we cannot hope to be the great and prosperous nation which our boundless natural resources and our unrivalled opportunities destines us to be.

Sir Wilfrid's Speech.

THE speech which Sir Wilfrid Laurier delivered at the banquet of the Association was, to say the least, very disappointing. Of course, Sir Wilfrid is on the eve of an election, and he had to be cautious of how he spoke to the manufacturers. The farmers would read it, and if he promised to do too much for the manufacturers it might not go down well with them. But even admitting this necessity for caution, he could have said a good deal more and yet not have over committed himself. The portion of

his speech he devoted to the woollen industry was the most discouraging of all. It was a jolly, but the woollen men are scarcely in a mood to be jollied at the present time. He made little of the arguments their various deputations had laid before him and his colleagues, and told them that if they were good business men they would, instead of seeking protection for the worthy goods they turn out, manufacture cheap rot and sell it to the Canadian people. Give the people what they want, was the way he put it. What a man wants when he buys a suit of clothes, no matter what the price he pays, is some reasonable amount of wear. What Sir Wilfrid advised giving him is merely the shadow of a suit—a rotten material that will scarcely hold together to be made up. It is hard to believe that Sir Wilfrid was serious when he gave this advice, but if he was joking it was a sad kind of joke to make on a subject of such vital importance. At any rate he did not give the woollen men much encouragement to expect improved conditions. There were several other important questions which he said he had intended to discuss, but as his time was limited he would have to defer them to some future occasion. His willingness to appoint a permanent tariff commission to deal with the administration of the tariff is the only thing that he really promised to do, but, as we pointed out at the beginning, there is to be an election in a few days, and he had to be cautious in his statements and promises.

The Pulpwood Question.

A RESOLUTION asking for the prohibition of the exportation of pulpwood was adopted by the convention. This was the logical outcome of the stand taken all along by the Association on this question. As has been frequently pointed out in these columns, no greater injury could be done to Canada and Canadians, not only of the present generation, but of future generations, than to allow our forest wealth to be dissipated for the benefit of the people of a foreign country. There are a few, perhaps, who are making an immediate profit by the sale of their pulpwood to the paper mills of the United States; but the small profit they are making to-day is robbing the whole Canadian people of one of their greatest assets, and taking from Canadian workingmen a source of profitable employment in the very near future. It is admitted that, even to-day, if the supply of Canadian pulpwood were cut off, many of the larger paper mills in the United States would be compelled to close down for want of raw material. A shortage in the supply of the finished product would soon follow, and that shortage would have to be supplied by paper mills located in Canada. So long as we continue to supply them with raw material just so long will they continue to make paper for themselves. The great natural resources which we possess, and of which we are so proud, and about which we talk so much, are really not much of an asset, nor likely to do much toward building up the country, if we continue to permit them to be exploited for the benefit of our neighbors.

The Export of Natural Gas.

NATURAL gas is another of nature's gifts which we are allowing our neighbors to use to our own disadvantage. Manufacturers located in the natural gas districts of Ontario complain very justly that the companies controlling the supply of this natural product export it to points in the United States and pay no attention to their needs. A restriction should be placed on its export, and if it is allowed to go out at all, then only what is left over after every Canadian who wants to use it has been supplied. Ontario has no coal, and the natural gas supply should be preserved to take its place in our factories. Cheap fuel is one of the greatest factors in building up industries, and where the supply is not unlimited it should be jealously guarded. The Association has been asked to bring the matter to the attention of the Ontario Legislature, and that they be requested to prohibit the export of natural gas from the province. The Legislature has already done good work along this line with its embargo on saw logs, which resulted in the operation of the saw mills on the Canadian side and the employment of Canadian labor.

Reciprocal Preferential Tariffs.

A RESOLUTION was adopted at the Montreal Convention of the Association asking that efforts be made to secure a reciprocal preferential tariff with Australia and other countries of the Empire not now enjoying such benefits. The idea of extending trade within the Empire on a reciprocal preferential tariff basis is a good one.

Premier Gouin's Speech.

SIR LOMER GOUIN, Premier of Quebec, aroused the enthusiasm of the manufacturers by his speech at the banquet. He devoted his remarks to Technical Education, and pointed out that he came not to make promises, but to tell how he was carrying out promises he had already made. Already his government was spending one million dollars on supplying technical schools for the training of the workingmen of the province, and if that was not enough he was prepared to spend another half million, and if that did not suffice he would go to the extent of two or even three millions of dollars. Whatever the cost he was bound to give the Province of Quebec a perfect system of technical education. His speech was certainly deserving of the enthusiastic reception given it. It is such a common thing on occasions of this kind to listen to weak, half-hearted promises, that it was really inspiring to hear a man who was able to come forward and tell what he had already done. Premier Gouin seems to be a man who does things, and that is the kind of man this country wants, whether he be a mechanic, a farmer, a manufacturer or a politician. The best of intentions are, after all, only fit for paving undesirable places,

we are told. Technical schools are for the purpose of developing workmen capable of doing things, and when we find the project backed by a man who is himself a doer of things, we have great reason to expect that the combination will result in a pronounced success.

Labor and Immigration.

THE Dominion Trades and Labor Congress, which held its annual convention in Halifax last month, devoted considerable attention to the immigration question. It condemned the policy of the Dominion Government for the payment of bonuses, and it also condemned the methods of the Salvation Army. In short, the attitude of the Congress would lead one to believe that the unions do not want anyone to come to Canada at all. While there is a good deal in what they say about the evils that are bred by the bonus system, still it is going to far to say that the Government should not make the most strenuous efforts to populate the country with the very best people they can possibly get to come here. The more people there are in Canada the more work there will be for everyone. It is the extreme of selfishness to think that Canada should be made a reserve for the workmen who are now here. As the country fills up, more workmen of every kind will be required, and it will only retard our progress if there are not enough to carry on the work of the country. At the present time, it is true, there is a scarcity of employment, and it would be a mistake to glut the market, which is already over-supplied, but within a very short time the dulness will have passed, and as the tide of settlers turns again towards our vast prairie lands, more workmen will be required in our factories to supply their demands. It is ridiculous to talk of restricting immigration, when the one thing that Canada wants more than all else is people.

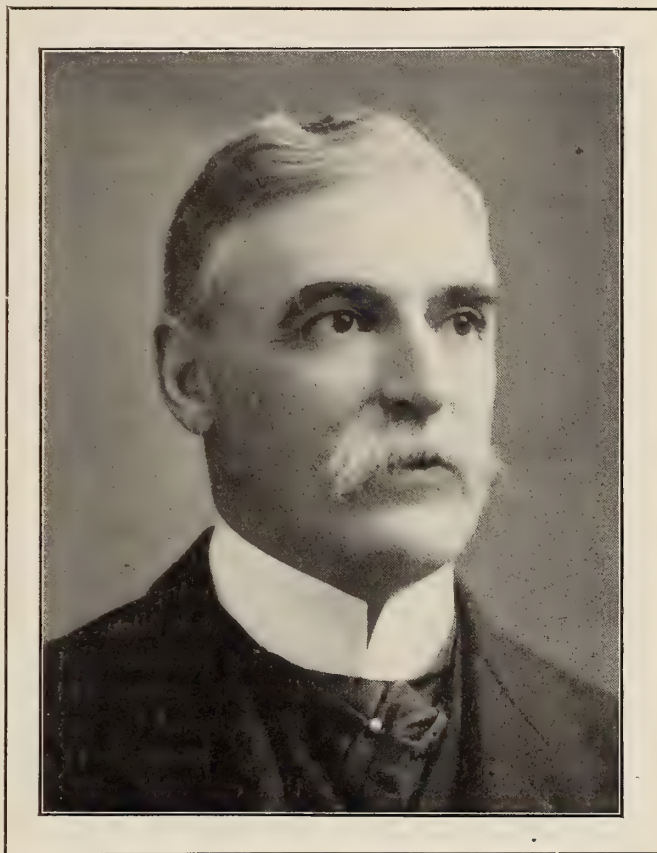
International Unionism.

THE Dominion Trades and Labor Congress had a heated discussion over the question of their connection with international unionism. Secretary-Treasurer

P. M. Draper, of Ottawa, after charging some persons with pursuing the "dirty" course of seeking to poison the minds of the international officers against the Dominion Trades and Labor Congress, said, "I wish it to be understood that the executive officers of this Congress are as loyal to the international officers as it is possible for men to be." From this it would appear that the officers of the Dominion Trades and Labor Congress consider that loyalty to the international officers is a matter of prime importance. In other words, the alien connection takes first place with them, they would not do anything to offend the labor bosses across the line. This is a sad state of affairs. Canadian

workingmen have suffered a great deal of hardship and made a great many serious mistakes by reason of the advice they received from men who are out of touch with conditions in this country. It may be that the advice is well intentioned, but there is no one so well able to take care of the Canadian workman's interest as he is himself. Unionism in Canada would make a decidedly stronger appeal to Canadian employers if it cut adrift from all outside connections. While the Canadian employer is always willing to talk matters over with his own workmen, he very naturally resents being asked to deal with some official of a union from the United States. Canadian unionism would improve its position in this country and win more respect from Canadian employers, and from the Canadian public in general, by running its own affairs

entirely independent of any alien body.



MR. R. HOBSON
(Hamilton Steel and Iron Co.)
President Canadian Manufacturers' Association, 1908-9

The C. P. R. Strike.

THE strike on the C. P. R. is the outcome, it is alleged, of the advice of international union officers, and what have the men gained by it? The conditions were such that to declare a strike was the most foolhardy thing that could possibly be done. Public opinion was with the company from the start, and no strike can succeed anywhere where public sympathy is not with the men who quit work. Now the leaders see the folly of their action and would be glad to recall the step they took. After weeks of fruitless struggle they appealed to the Government to

intervene on their behalf, but the Government had already done all it could for them, and could not take any further action. It is the old story over again. Men misled by agitators who think more of unionism than of the welfare of the men and their families. If it were only possible to get rid of the agitator, there are a lot of fine features to unionism that would have the hearty support of all employers of labor of every class. It is the professional labor man who makes all the trouble, and he has certainly got the C. P. R. mechanics into a nice mess. We are sorry for the men who have been misled, and would sympathize with them if we thought they would learn wisdom from this experience. But that is too much to expect. They have had similar lessons many times before, but do not seem to have grown any wiser.

The Grain Movement.

THE C. P. R. reports that five hundred cars of grain a day are moving out of Winnipeg and Thunder Bay and much more from other points. A larger percentage of grain is reaching the lake ports this fall from Western Canada than at any previous time. This information is welcome, indicating as it does that the bumper crop is getting to market in good season. Not only is the crop a record one, but the bulk of it is grading higher than usual, ensuring top prices. It will, of course, be some time yet before the cash that will come into the country in return for the harvest finds its way into general circulation, but it ought to inspire confidence to know that it is on the way. There are so many things that could have happened while the crop was growing to destroy its fine promise, that cautious people were justified in awaiting the outcome before starting to discount the prospect. Now, however, all danger is passed, and the West is beginning to feel the return of prosperity. The East will get its share at a later date, and then normal conditions will be re-established throughout the country. As President Hobson remarked in his address, "The farmer stands at the basis of Canada's national prosperity," and we are delighted to be able to extend to him our congratulations on the successful harvest he has just gathered in.

The Home Market.

PRESIDENT HOBSON gave some figures in his address showing the great value of the home market to the Canadian farmer. He showed that last year more than half of the 92,500,000 bushels of wheat grown in the Dominion were consumed at home. Of the barley crop, valued at \$27,000,000, only 4½ per cent. was exported, while in the last census year Canadians consumed at home eight times as much butter, seven times as many eggs, thirty-two times as much hay, and sixty-two times as many potatoes as they exported. Had he added to these figures the enormous revenue which the farmer derives from his garden truck, grown exclusively for the home market, and which he could not export, he would have added greatly to the farmer's obligation to the manufacturers, who are the creators of this enormous home market. If these figures

could be placed in the hands of every farmer in the land they would go a long way in awakening in him a more friendly feeling for the manufacturer. Those who go around among the farmers seeking their good will, for some reason best known to themselves prefer to try and impress them with the belief that the manufacturers are their natural enemies. This kind of campaign has been carried on for so long a time now that the farmer views with suspicion every proposal that is made looking to the development of the industries of Canada. If he could only be made to realize that with the growth of Canadian industries his best and most profitable market grows, he would be the most enthusiastic supporter of every proposal for development of our manufacturing interests. Factories create cities and towns, and it is in these congested centres that the farmer finds his market. "Take away from the Canadian farmer," said President Hobson, "the towns and cities of this Dominion, and you take from him a market which is of far more value to him than all others combined."

The Value of a Trade Mark.

EVERY manufacturer should have a trade mark by which his goods can be distinguished from all similar lines. It does not matter what the article is, it is the better of having this distinction. This is the evidence of the confidence the maker has in his products and of the pride he takes in claiming them as his own. The purchaser feels more confidence in purchasing an article that is acknowledged openly by its maker than one which no one seems to want to claim. The "just as good" are mostly of the latter class. A well established trade mark is of itself a valuable asset. It is said that the enormous sum of twelve millions of dollars was offered a few years ago for the right to use the simple word "Royal" in connection with a household article. We do not need to mention the name of the product, for even in Canada it is well enough known to be recognized by the mere mention of that one word. There are many valuable articles made and sold in Canada to-day that have nothing to distinguish them from similar articles with which they are brought into competition. A trade mark costs only a few dollars, but it is the greatest protection that the manufacturer can have for his product. Patents do not protect as they are supposed to do. They are improved upon and gotten over in various ways, but a trade mark is always secure, and if the quality is behind it, it is the best protection the producer can have. The word "Vaseline" is a trade mark, and it is safe to say that it could not be bought for anything under the millions. It costs so little and means so much that every manufacturer should have a trade mark for his products.

The St. Lawrence Route.

FINDING that ocean traffic was leaving New York for Montreal and the St. Lawrence route, some United States journals have been picturing the dangers of navigation between Canada's national port and the ocean. The picture they paint was true in some respects of the route

a few years ago, but it is not true to-day. The Canadian Government has spent many millions of dollars on improvements on the lower St. Lawrence, and it is now declared by the most experienced navigators to be one of the safest routes in the world. Between Montreal and Quebec the channel is lighted up almost as brilliantly as a city street, and the largest ocean-going vessel, with its precious freight of human lives, passes up and down in the dead of night in perfect safety. The economy of the port has brought the business to it, and our rivals, realizing that they cannot meet us in rates, are trying to scare business away by spreading the report that it is dangerous to ship goods or take passage via Canada. The complete answer to their libels is the cutting in half of the insurance rate by the marine underwriters. They are the people who carry the risks, and it will take a lot of such stories as the United States papers are printing to make people believe that the underwriters do not know their business. The St. Lawrence is the natural outlet of the North-West, and nature always wins.

More About Shoddy.

THE London correspondent of the *Montreal Daily Star*, in his letter in the issue of Saturday, September 26th, referred to the excitement in Yorkshire created by the writer's article on the shoddy question in *INDUSTRIAL CANADA* of July. After detailing the expressions of indignation which the Yorkshire shoddy men directed against us, he comments as follows:

"So for the manufacturers. But it is still true that the rag trade provokes uneasiness, and the Heavy Woollen District Associated Chambers are being strongly urged to take up the question. One proposal is that a committee of sanitary officials, composed of medical men, chemical experts and Government nominees, make a comprehensive inspection of the rags, shoddy and manufacturing processes, so as to warrant a Government certificate. The suggestion should commend itself both to Yorkshire and South Scotland. That it is made at all is suggestive of much."

It is quite evident from the above that our former article was not so wide of the mark as they would like to make people believe. If it results in the establishment of a system of inspection, and some kind of a guarantee that we are not importing an unwholesome product into the country, it will have accomplished a great deal for the improvement of the trade.

A Western View on Pulpwood.

A PROMINENT journalist of Winnipeg, who, by the way, is a strong supporter of the Liberal Government, has sent us the following article on the pulpwood question. It is interesting as showing that the West is awakening to the advantage of developing our natural resources for the benefit of our own country. He writes:

"Pulpwood from Canada continues to be shipped to the United States to keep American pulp mills in operation. This is a bad policy, and an export duty on pulpwood should be imposed by the Canadian Government so as to compel the

manufacturer of pulp and paper in Canada. If such a policy was inaugurated, pulp mills and paper mills would be built in Canada and our raw material converted into the finished product by Canadian labor. The price of a cord of pulpwood to the farmer is somewhere between \$4.00 and \$6.50 a cord. If this cord of pulpwood was converted into paper in Canada it would enhance its value by 800 to 1,000 per cent. It is an unwise policy to permit a foreign nation to purchase our raw material for a mere bagatelle and with it build up their own industries. This pulp and paper-making industry should be fostered and developed in Canada, giving employment to Canadian workmen, who would live here and with their earnings buy the products of the Canadian farmer and manufacturer alike. The policy of leaving the various provinces to deal with this matter is unsatisfactory, and it is a question for the Dominion Government to consider and pass such legislation as would be necessary to ensure the conversion of our pulpwood into paper in Canada."

If the Federal authorities will take such a step as outlined above it will be a matter of only a very short time until American paper workers would build expensive paper mills in Canada giving employment to Canadian labor and building up an industry in our midst that justly belongs to this country.

D. M. COUGHLIN.

Some Inconsistencies in the Tariff.

SIR WILFRID LAURIER, in a speech delivered at the Association banquet during the Quebec Convention, called the Fielding Tariff, a "scientific tariff." Now, that which is scientific is first of all orderly and consistent. These qualities above all we should expect to find in a tariff which boasts this epithet. But our expectations, like politicians' promises, fade away before a closer scrutiny.

For example, we will take the case of the machine shops and foundries. These have suffered severely during the depression of the past year, and as a consequence great hardships have befallen the workmen who have been out of employment, and heavy losses have resulted to merchants of all kinds. Yet much of the class of goods which is made by these concerns has been used in Canada during this period. Unfortunately, however, for the local shops, most of it has been brought from outside the country. And this brings us to the point of our argument. How comes it that United States firms can get the orders when Canadians enjoy a protection of 27 1-2 per cent.? The answer is simply that Canadians do not get a protection of 27 1-2 per cent.; in reality they get nothing at all. For the chief, and, in fact, only raw material that they use is iron and steel. On pig iron coming in from the United States there is a duty of \$2.80 per gross ton, or on the basis of the present market value a shade under 25 per cent. In like manner our rolling mills are protected, and properly so, to the extent of from 30 per cent. to 50 per cent. Now, if the machine shop or foundry has to pay on its raw material a duty of from 25 per cent. to 50 per cent., yet we find that in the United States the manufacturers are suffering to a greater extent than in Canada.

per cent., and having turned it into a machine or casting of some kind or other, has to sell it in competition with an American, who has just to face a tariff wall of 27 1-2 per cent., where does the Canadian get off? If he pays five dollars more for his raw material than his foreign competitor, because of the greater expense under which the Canadian iron manufacturer operates, and if he is protected on his finished product to the extent of only five dollars, where is the real protection?

It takes only the stating of such a case to show its injustice. Where is the science, where is the consistency of such a tariff system? The Government recognizes the principle of protection to industries. This is admitted by the measure of protection which is given in certain lines. How, then, can they justify such unscientific and misleading conditions as the one we have just cited, which is typical of many of the so-called secondary manufactures? If the raw material of any industry is taxed to such an extent as to offset the protection on the finished article, there is in reality no protection on the finished article. The home manufacturer is at the mercy of his foreign competitor, who, by reason of his bigger market and hence larger and more economical output, in many cases cheaper labor, and other advantages, can drive him out of business. That the protection in this line is no protection, but only a delusion and a snare, is proven by the fact that our blue books show enormous imports of the products of machine shops and foundries, annually. Sir Wilfrid takes credit to himself for being no business man. Perhaps if he were, he would deal more sympathetically with tariff complaints.

A Startling Suggestion.

“**COMMERCIAL INTELLIGENCE**” (London), in its issue of Sept. 23rd, contains an article commenting on the Convention of the Canadian Manufacturers' Association, in the course of which some statements are made which, if true, may well give loyal Canadians cause for sober reflection.

Speaking of the agitation for an increased tariff on woollens, and touching more particularly upon the accusations made by a contributor to *INDUSTRIAL CANADA* regarding the possibility of infection from British shoddy, the Editor states:

“When we first drew attention to these misrepresentations about British woollen manufactures in Canada, we pointed out the need of having some one or somebody to look after British interests established in the Dominion. We then, we regret to say, had little knowledge of the British Agents' Association in Canada, and were quite unaware that it had been taking any interest in the particular matter we were discussing. We are therefore very pleased to publish the following communication which we have just received from this organization (comprising the resident agents of upwards of 200 British manufacturers and exporters), showing the important part which it has taken up in defence of the British woollen manufacturers' interests.

“Mr. Peattie, the Hon. Sec. of the Association, in a letter dated September 8th, writes to us as follows:

“‘The *Huddersfield Examiner*, of June 13th, quoted from your issue of June 3rd an article referring to the Canadian tariff on textile fabrics, and to the efforts of the Canadian Manufacturers' Association to induce the Government to increase the rates of duties.

“‘In the course of your remarks, you refer to the need of an organization to defend the interests of the British manufacturers and exporters. It is in regard to such an organization that we now write you.

“‘The British Agents' Association of Canada was formed in 1902, and one of its objects is the very purpose spoken of by you. In addition to tariff matters we watch very closely all commercial legislation, both Federal and Provincial.

“‘During the past few years, as you are doubtless aware, the Canadian Manufacturers' Association has been continually agitating for increased tariff protection. And we have not neglected any opportunity to place before the Ministers of Finance and Customs the other side of the question, which you admit is of vital importance to the British manufacturers and exporters.

“‘As you suggest the desirability of having some organization in Canada for such purposes as we are organized to advance, we would cordially invite the *British Board of Trade and Colonial Office*, as well as the various Chambers of Commerce, to communicate with us as necessity arises, in regard to such matters as affect the textile trade between the two countries.’” (Note—The italics are ours.—Ed.).

Along with this letter, Mr. Peattie also seems to have supplied the Editor of *Commercial Intelligence* with some extracts from a memorandum presented by the British Agents' Association to the Ministers of Finance and Customs shortly before the close of the House. The following passages from this memorial are illuminating:

“It is a matter of general knowledge that since the late financial crisis, business generally has been in a stagnant condition, not alone in this country, but in all countries. Every business house, both wholesale and retail, has cut down its buying to an absolute minimum. We understand that Canadian manufacturers are claiming that the consequent lack of orders is largely owing to insufficient protection. We would submit that this is not a correct statement of cause and effect; as a matter of fact, the orders for import fabrics have been cut down to a greater extent than those for domestic fabrics, and the shortage of work is not owing to the orders going to British or foreign houses, but to the absolute reduction of the buying capacity in general. Confirmation of this statement will be found in the falling off in the amount of imports during the last few months, and we venture to state that the next few months will show a still greater decline. We would further submit that if insufficient protection be the cause of the present depressed condition of the Canadian manufacturing business, it would only be reasonable to expect different conditions in a highly protected

"In reference to the woollen mills which have closed down. Whenever a list is compiled we find all those which passed out of existence long before a preferential tariff came into effect. We find them all described as mills, even when consisting of two or three looms. We also find the death of the dear departed ascribed to the preferential policy. But we never find the fact emphasized that the preference on woollens is now only 5 per cent.; there is always the implication that the industry is still suffering from the fatal dose of 33 1-3 per cent. In the fluctuations of commerce many businesses come to grief, and it is more than childishly absurd to claim that all the ill Canadian woollen mills are heirs to arise from a tariff foundation."

Evidently it pleases the Honorary Secretary of the British Agents Association to crack jokes over the ruin of the Canadian woollen industry, whose abandoned mills he refers to as the "dear departed." Nay, more, he gloats over the part his organization has played in wrecking a once prosperous business, for in a covering letter to the Editor of *Commercial Intelligence* he states:

"From these quotations, which practically supply the material for Sir Wilfrid's reply" (vide Sir Wilfrid Laurier's banquet speech), "you will see that our Association is not idle, and we would suggest that the different Chambers of Commerce communicate with us, as we feel that being right on the ground and *already having the ear of the Government*, we could more effectively look after their interests than would be possible for any new association." (Note—The italics are again ours.—Ed.).

Concluding this remarkable article, the Editor of *Commercial Intelligence* says: "Sir Wilfrid Laurier's reply to the Canadian manufacturers on the occasion referred to, as readers may remember, was substantially the arguments which we now learn from the British Agents' Association, were submitted to him by it, and we have no doubt the Association's advice in this matter has strengthened the Dominion Government in their resistance to the manufacturers' demands."

After reading these extraordinary claims put forth on behalf of the British Agents' Association, one scarcely knows whether to smile and call it all a good joke, or to grow wrathful at the manner in which Canadian interests have been sacrificed.

There is no getting over the fact that there are many points of similarity between the British Agents' memorial to the Government and the Government's answer to the Canadian woollen manufacturers. The latter in making their appeal for more protection, invited Sir Wilfrid to make the fullest investigation into the merits of their case, but their offer was not taken advantage of. Sir Wilfrid admitted that he was not himself a business man, yet without investigation he discounted the claims put forward by men who have spent their lives in business. On the other hand, it would seem that he has accepted without question the representations of another organization, whose argument the merest tyro can pull to pieces.

Mr. Peattie seems to be laboring under the delusion that access to the Canadian market is the natural right of the agent for the British manufacturer, regardless of the will of the people of this country. It is his only so long as the people see fit to give it to him. It does not need to be pointed out to us that in a time of business depression import orders have been curtailed as well as domestic orders; of course they have been curtailed, and the only trouble is that our tariff should have been so adjusted that, under such circumstances imports would have ceased almost entirely, in order that employment might be had for the Canadian workingman.

Mr. Peattie takes the Canadian woollen manufacturer to task for implying that the industry is still suffering from the fatal dose of 33 1-3 per cent., whereas according to him it is only 5 per cent. If he will refer to item 563 of the Canadian Tariff, covering all kinds of dress goods, he will see that the British preferential is 15 per cent., as against 25 per cent. general; in other words, the preference given the Britisher is 40 per cent. off the regular rate. Item 565, blankets of pure wool, carries a preferential rate of 22 1-2 per cent., as against 35 per cent. general; here the preference is more than 33 1-3 per cent. Item 566, covering flannels, is the same; again a preference of more than 33 1-3 per cent. Mr. Peattie wishes to convey the impression that all woollens enter at 30 and 35 per cent., as in the case of tweeds in item 567, but even here the preference is 5 per cent. off 35 per cent., or roughly, 14 1-3 per cent.

These are the kind of representations, full of inaccuracies, as they can easily be shown to be, that Sir Wilfrid seems to have accepted without question as setting forth the true facts of the case. If the claim of the British agents is justified (and we have no reason to doubt it when it appeared in such a well informed and carefully edited paper as *Commercial Intelligence*), then it means that Sir Wilfrid Laurier is allowing his policy towards the Canadian woollen industry to be dictated by the resident agents of 200 British manufacturers, who have no stake whatever in Canada, while he turns a deaf ear to the appeal of 200 Canadian woollen manufacturers, whose savings of a life time, amounting to millions of dollars, are invested in this country. The former, like birds of passage, are here to-day while times are good and gone to-morrow when a depression overtakes us, yet apparently the policy of the Government is shaped so as to permit them to continue collecting a toll on the goods our market consumes, to the ruin of loyal and confiding Canadians, who have invested their all in an industry, believing that the Government would protect them.

In publishing this correspondence, *Commercial Intelligence* has, no doubt, acted with the very best intentions. It is trying to justify Sir Wilfrid in the eyes of the public, to pat him on the back, but unwittingly they have placed him in a position where, from the point of view of the true Canadian, he is made to look like a traitor to his fellow-countrymen.

What are we to believe?



THE CONVENTION

of the

CANADIAN MANUFACTURERS' ASSOCIATION

Held in MONTREAL, September 15, 16 and 17, 1908

MONTREAL

... by ...

W. D. Lighthall



REIGN on, majestic Ville-Marie !
 Spread wide thy ample robes of state;
 The heralds cry that thou art great
 And proud are thy young sons of thee,
 Mistress of half a continent,
 Thou risest from thy girlhood rest;
 We see thee conscious heave thy breast
 And feel thy rank and thy descent.
 Sprung of the saint and cavalier !
 And with the Scarlet Tunic wed !
 Mount Royal's crown upon thy head ;
 And past thy footstool, broad and clear,
 St. Lawrence sweeping to the sea :
 Reign on, majestic Ville-Marie !



MONTREAL FROM THE MOUNTAIN

INTRODUCTORY

WHILE it is true that most of the work of a body such as the Canadian Manufacturers' Association must be done during the year by standing committees, yet an annual assembly is a necessity as a means of harmonizing the diverse elements of its membership, pointing its general policy, and inspiring the work of its committees and officers for the coming year. That the work of the Association was well done during the past year was amply proven by the reports which the standing committees presented. They recorded the accomplishment of a vast amount of work, redounding to the profit and advantage of the manufacturers of Canada. From small beginnings the Association has gradually extended the scope of its activities, until now every province of manufacturing life comes under its purview. Its original work was to educate the public up to the advantages of a protective tariff for the development of home industries. While still keeping this object in the forefront, it has broadened out so as to render assistance to its members wherever such assistance is necessary. So have come into existence the Railway and Transportation Department, the Insurance Department and the numerous committees whose work on legislation, commercial intelligence and kindred subjects has been of notable value.

The Convention this year was a great success; successful in numbers, successful in the amount of business transacted, and successful in the entertainment provided. The four hundred members who registered included representatives of every line of manufacturing industry which is being carried on in Canada to-day. Iron and steel, wood-working, textile, these and many others were represented by men who knew the problems which confronted them and by personal experience could plan the ways and means of bettering the industry.

Seldom in the history of any country has a gathering of business men represented such a vast extent of territory as did this Convention. From the Atlantic coast came men to

speak for the industries which are helping to keep the Maritime Provinces prosperous. From the Pacific coast came others who have been the pioneers in opening up the rich Province of British Columbia to the industrial development which is its right. The intervening country was well represented, particularly the manufacturing provinces of Quebec and Ontario, whose Captains of Industry turned out in large numbers to join in the deliberations of the business sessions.

But while the main object of the Convention was the transaction of business, a report of the proceedings would be altogether inadequate which failed to record the fine entertainment provided by the Montreal manufacturers. Few cities on the continent can provide such varied interests as can Montreal. Her unique position at the head of the noble stream which carries her freight to the sea, an ocean port cast into the heart of a continent, makes her the pride of all Canada. It is not surprising that the people of Montreal should plan their city on a big scale. They live where nature has worked her will magnificently. From the heights of Mount Royal, whose steep ascent, clothed in the summer with a variegated foliage, rises far above the tiers of city streets, is spread out a prospect of unexampled grandeur. With one sweep of the eye is taken in the whole extent of a great and growing city, beyond flows the St. Lawrence, bearing on its stream the commerce of a nation, and far off in the distance, many miles to the north, other mountains raise their heads high above the surrounding country. It is a noble panorama.

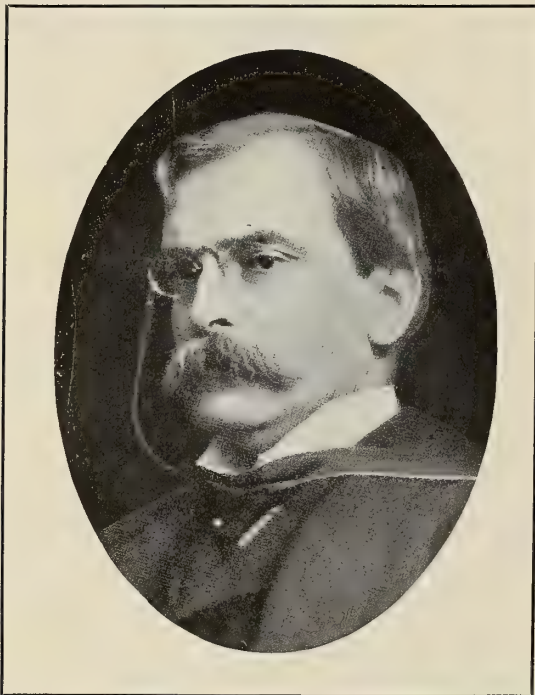
Of the entertainment which was provided fuller mention will be made hereafter. Here a grateful acknowledgment only is made of the many courtesies of the members of the Montreal Branch; the clubs, who extended the privileges of membership, the telegraph and telephone companies, the Board of Harbor Commissioners, McGill University, the Mayor and City Council and the Montreal Cotton Company, all of whom added greatly to the enjoyment and profit of the trip.

RECEPTION AT PETER REDPATH MUSEUM

The members of the Montreal Branch extend a warm welcome to their guests

TUESDAY evening was devoted to a reception of the delegates and their ladies by the members of the Montreal Branch. It had been a busy day in the Convention headquarters,—registration of guests, committee and section meetings, and business sessions both morning and afternoon. With all the more zest then did the members turn out in the evening to the social function which was provided on such an elaborate scale by their Montreal hosts, in the Peter Redpath Museum of McGill University.

The old grey pile, from whose doors have gone so many of Canada's great men, was more than ordinarily charming



Principal Peterson of McGill University

on this occasion. The campus was brilliantly illuminated and the dark stone buildings in the distance offered a strange and striking background for the gay throngs who converged on the assembly hall. The familiar C.M.A. flashed forth from the entrance in a brilliant electric device.

In the anteroom to the museum the guests were received by the President and Madame Rolland, and Mr. and Mrs. Sadler.

Within, the exhibits provided a rare entertainment, an entertainment which while academic was thoroughly enjoyed by the manufacturers, whose work during the great part of the year is devoted intensely to the present and future rather than to the past.

After an all too short time had been given to the members to meet their friends and view the exhibits, a musical programme of high merit was provided. The applause and insistence on second numbers marked the appreciation of the company. Mr. Sadler, as Chairman of the Montreal Branch, extended an official welcome with a warmth that

made the members glad that they had come. He was followed by Principal Peterson, of McGill University. He spoke of the relationship of the University to the industrial life of the country. Each year a class of men was turned out who were skilled in mechanics and engineering. McGill, he pointed out, was doing a great work in technical education, educating men who would become captains of industry. Like the manufacturers themselves the University took in raw material and turned out a finished product.

Principal Peterson could refer, with every right, to the close relationship which existed between the Universities and manufacturers. The engineering course for which McGill University has been so justly famous, has turned out men who have made possible many of the greatest construction works of Canada. In the development of latent energy as exemplified in the water-powers of the country, the skilled and trained engineer is a necessity. It is he who has harnessed the mighty falls, which, like Niagara, have been running their untrammelled course for ages; it is he who has built the railways and canals, and designed the bridges which have made intercourse free and easy. In this way has the engineer joined with the manufacturer in bringing about a common development.

Mr. Hobson made a graceful acknowledgment of the courtesy of Principal Peterson. His remarks on the question of technical education were particularly clear and effective and adequately represented the views of the Association on that important subject.

When the Principal of McGill spoke of turning out Captains of Industry he opened up a big subject. In one of the Convention discussions, the subject of utilizing waste in factories was taken up, and on all sides the absolute necessity of it was expressed. This is a field where the chemical and analytical instruction of a University finds unlimited scope. If the Universities can provide men who can devise schemes for the utilization of waste in manufacturing industries, their usefulness in an industrial country like this is beyond question.

The evening was one of thorough enjoyment for all who were present. The Montreal members already enjoyed an enviable reputation for whole-souled hospitality, but they added even to that by their exceeding kindness on this occasion. To McGill University, also, thanks were due, and were at a later session formally tendered, for throwing open the fine museum for the entertainment of the Association.



The Campus, McGill University

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THE HARBOR TRIP

A delightful three hours excursion on the Steamer "Montreal"

AT 2.15 on Wednesday afternoon cars were lined up in front of the Windsor Hotel, to take the party to the harbor. In many respects this was the most enjoyable and instructive trip of the Convention. That it was popular was evidenced by the large number who availed themselves of the opportunity of seeing what had been done to make Montreal an ocean port.

After an enjoyable car ride through some of the busy streets of the commercial metropolis and along the harbor front, the party embarked on the palatial steamer "The Montreal," as the guests of the Board of Harbor Commissioners, all three of whom were present. After the strenuous business sessions and the efforts of the members to combine work and pleasure in as large quantities as possible, it was a real relief and relaxation to get on board a boat and from the comfortable vantage ground of its luxurious decks and parlors, view the panorama which was unfolded as the vessel glided past mile after mile of wharves and harbor berths. Those who were familiar with the harbor

as it was when the present Commission came into office were amazed at the improvements which had been made in the few short intervening years. But they were no more surprised at the completed works than at the projected enlargement and the almost unlimited possibility for expansion.

The facilities for handling freight cheaply and expeditiously were discussed by Major Stephens at the banquet and his speech there, which is published in full in another part of this issue, will outline more clearly and adequately than could be done here, the present position of the port and the future which the Commission have in store for it. The whole story is one of progress. Temporary buildings have given place to permanent steel sheds, narrow channels have been widened and deepened, the wharfage accommodation has been increased, railway facilities on the docks have been increased and simplified, elevator service has been improved.

All this the manufacturers and their friends were able to see during the three-hour trip on the "Montreal." The



A group on board the "Montreal"

Courtesy "La Patrie"



Montreal Harbor.



The harbor party with President Rolland in the centre.

Courtesy "La Patrie."

course was down the full length of the harbor and back. During the return trip lunch was served, after which speeches were made by Hon. J. D. Rolland, W. H. Rowley, Major Stephens and Denis Murphy. Hon. Mr. Rolland, speaking for the Association, thanked the Harbor Commissioners for their courtesy in entertaining so nobly the manufacturers of Canada. The Montreal Harbor did not belong to Montreal alone; the farmer in the farthest West was interested in all that went to improve ocean transportation. The work of the Commission benefited all Canada.

Major Stephens gave a convincing and illuminating address on the place of the Montreal Harbor in the transportation system of the country.

Mr. Rowley and Mr. Murphy also spoke in complimentary terms of the work which had been done. Mr. Murphy could not let the opportunity pass without expressing his admiration for the ladies, ending his felicitous remarks by calling for three cheers for them, which were given with abundant enthusiasm.

The Fire Brigade on Parade.

After returning to the city a display of the fire brigades, with their apparatus, was given on the Champ de Mars. The evolutions of the fire fighters were watched with great interest, special attention being given to the fine line of engines, which elicited general admiration. The civic officials were most kind in affording this opportunity of seeing what Hon. Mr. Rolland described as being the best equipped fire department in Canada.

THE THEATRE PARTY.

HIS MAJESTY'S THEATRE was thronged with manufacturers and their friends on Wednesday evening.

The entire ground floor, boxes and front section of the first balcony, were reserved for the Convention delegates, and there was not a vacant seat. In the boxes were seen many of the most prominent members of the Association, including the President, Hon. Mr. Rolland; the Vice-President, Mr. Hendry; the Chairman of the Branch, Mr. Sadler; the Vice-Presidents of the Provinces and members of the Convention committees. The play was "What happened

then?" with De Wolf Hopper starring. De Wolf Hopper has become well known to the members of the Association who attend Conventions, having been on the stage at Convention time on the last previous visit to Montreal and last year at Toronto. He will be growing into the position of official comedian to the Association. His local hits, and the introduction of more or less pertinent jokes on members who were present, sustained general interest in the performance. The pleasure of the evening, as is the case in all the Convention entertainments, emanates not more from the programme than from the camaraderie which is exhibited, the being part of a large gathering of acquaintances, and the recognition and meeting of old friends. So the evening at His Majesty's was full of enjoyment for all.

ENTERTAINMENT FOR THE LADIES.

ON Thursday evening a theatre party was arranged for the ladies, to compensate them for being unable to enjoy the banquet. A block of seats was reserved at Bennett's, and a large number enjoyed the hospitality of the Montreal members. After the performance, a lunch was served at the Windsor, which was greatly appreciated by the visiting ladies. Provision was made in the balcony for as many ladies as it would accommodate, to enable them to be present during the speeches after the banquet.

THE MOUNTAIN DRIVE.

THURSDAY afternoon was taken up with a most enjoyable drive up the mountain. Shortly after 2 o'clock the carriages assembled in front of the Windsor, and a long procession was formed as one after another left on its tour. On the mountain top, on the beautiful lawns of the Park Ranger, a garden party was given by Mayor Payette and the City Council. The park was a rare spectacle of beauty. On this occasion, brightened and enlivened by the brilliant gathering, it was of incomparable charm. A dainty lunch was served from the marquees which had been erected for the occasion. Afterwards Alderman Laporte made a speech of welcome. Hon. Mr. Rolland and Mr. Hobson replied on behalf of the Association, while Mr. J. P. Murray won high favor by his speech in French.



Reading from left to right : Mr L. E. Geoffrion, Major Stephens, Mr. C. C. Ballantyne
Courtesy "La Patrie."



Montreal Cotton Company's Mills

THE VALLEYFIELD EXCURSION

The Delegates and their ladies enjoy the hospitality of the Montreal Cotton Company in a trip by special train to Canada's Cotton Centre. An Instructive Holiday.

THE strain of the Convention was off on Friday when the delegates boarded the special train for Valleyfield.

The ladies were present in large numbers and added greatly to the gaiety of the occasion. The excursion was arranged by the Montreal Cotton Company, and a most enjoyable day they provided for their guests. At 9.30 a.m. the train pulled out from the station and in due time Valleyfield, the home of Canada's cotton industry, was reached.

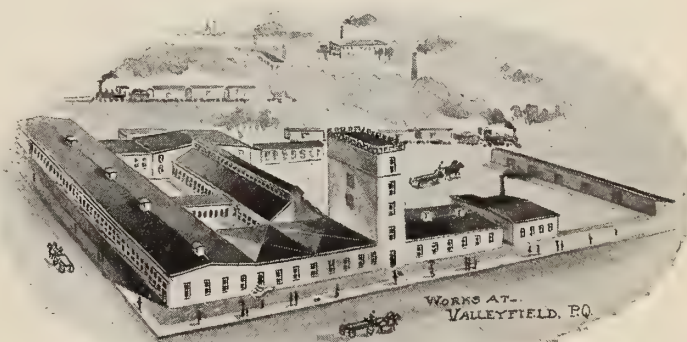
Valleyfield is at the foot of Lake St. Francis, one of the St. Lawrence River lakes, and 32 miles above Montreal. The situation of Valleyfield at the head of one of the St. Lawrence Rapids has allowed the extensive development of water power for the town and factories. Few places are more delightfully located, and full advantage of this has been taken to make it a most desirable place to live in. The mills, instead of being buried in the narrow streets of a big city, amongst rows of smoke-begrimed houses, are right on the edge of the lake, with fresh running water passing on all sides. There is no smoke to befoul the atmosphere, on account of the extensive use of water and electric power.

But it was the operations of manufacture which proved most interesting. Textile weaving has ever been the most picturesque of work. It is one of the earliest of industries and during the centuries that have past traditions have grown up which have enshrined it in poem and story. In the present tour of the mills every part of the work was shown, from the spinning of yarn from the wool to the weaving of fine fabrics for clothing, curtains and the numberless purposes for which it is used. The weaving is of entrancing interest. For whole floors might be seen machine after machine, series after series, all working with almost human intelligence, the shuttle shooting backward and forward with steady click, and the cloth growing before one's eyes with elaborate design.

The work of cotton-making will not be described here. It will make a fair subject for special treatment again. Suffice it to say that the excursionists were filled with admiration of all they saw.

After the mills had been inspected, the entire company sat down to dinner as the guests of the Company. Abundant

hospitality was shown in every respect. Mr. S. H. Ewing, President of the Montreal Cotton Company, presided at the head table and with him were Mr. Hobson, Mr. Hendry, Mr. Louis Simpson, Mr. Rowley, Mr. Rolland and others. Mr. Ewing welcomed the manufacturers and their friends in a few graceful words. Mr. Simpson, in a most entertaining speech, spoke of the early beginnings of the industry, the first mill in Canada having been established on the site of the present plant. He reviewed the progress of cotton manufacture up to the present time and urged the importance of



Canadian Bronze Powder Works.

the textile industry to Canada. Mr. Rolland, Mr. Hobson and Mr. Rowley also spoke.

After dinner the plant of the Canadian Bronze Powder Works was inspected. It is a new establishment, with the most up-to-date equipment, and was the subject of many compliments by the visitors.

The trip back was by special train, as the smokiness of the atmosphere made it impossible for the boat to take the rapids course. During the return trip the Lowney Company distributed souvenir boxes of Lowney's chocolates to the ladies.

TECHNICAL EDUCATION IN NOVA SCOTIA

Address by Prof. Sexton, Before Canadian Manufacturers Association.

GENTLEMEN, I thank you very much for your permission to address you, and tell you just in a few words about what we have found in Nova Scotia in connection with technical education. I have been very pleased to see the unanimous feeling for this sort of education, and the cheerful way in which you voted the sum of money to start the work along. It has only been a year since Nova Scotia put its legislation into effect, and in regard to technical education, they have now about thirty-five technical schools throughout the country, situated in different localities where the industries demand it. There are about fifteen local schools for coal miners, twelve or thirteen for stationary engineers, and four local technical schools for mechanics and people generally in different industries. There are over 1,300 students, all of these men working for their daily wages and studying in the evening, to increase their intelligence and efficiency. The Province of Nova Scotia is building a technical college, at a cost of about \$200,000, and spending this year \$30,000 on technical education alone. Now, that is a significant thing, because it was through the work of two societies—the Nova Scotia Mining Society and the Halifax Board of Trade—that this was accomplished. The Government was brought to realize that technical education was demanded by all manufacturers, laborers, and people interested in the welfare of the country, and when they did realize that, they went ahead and spent money as generously as their income would allow. It has received the support of labor unions unanimously so far. The Trades and Labor Council of Halifax has representatives on our board, and are among the most interested attendants at the meetings. The manufacturers have given so far of electrical power machinery and other things to help the thing along. Everybody concedes it will mean much for the industrial future of Nova Scotia.

You will remember at the St. Louis Exposition a number of Germans came to the United States to the Exposition, and they went back, and in various addresses to societies in Germany they reported this, that they were amazed at the vast natural resources of the United States; they had but to admire their tremendous personal energy and the efficient industrial organization that prevailed there, but they said, "Never fear the Americans in world-wide competition." Why? Because they have a self-satisfied complacency in things that are American; they believe in their vast natural resources, and they think that all they have to do is to do big things and there is enough margin to account for the errors of waste. The Germans say they have only a general and superficial education; that they have no specialized technical or industrial education and therefore need not be feared as competitors in world-wide trade.

The Example of Germany.

Germany has risen in two decades to the place where she is now, simply through her industrial education. She says so herself and the rest of the world recognize it also. The United States is fast making haste to get a system of technical education through that country. So far they have done very little but agitate. It seems to me that Canada has a wonderful chance right here and now, and that it depends in a great measure on the agitation of the Manufacturers' Association whether or not a national system of technical education from Halifax to Vancouver shall be established. It seems to me that this will mean as much

for the industrial extension of Canada as any one thing which you may have before you to-day. The tariff is important and publicity is important, but technical education is just as important. From the actual contact I have had with it I know it is only through technical education that we will be able to train the native-born laborers to occupy the positions of industrial foremen that you so desire for increasing your output and cutting down your cost. A number of gentlemen have mentioned the lack of skilled workmen. It is not but that the natural quality of the Canadian is as good as, or superior to, the natural capacity of any other citizen in the world; it is simply that he has not a



PROF. FREDERIC H. SEXTON
Supervisor of Technical Education, Province Nova Scotia.

chance to get the special industrial training, to acquire the industrial intelligence he needs for the best performance of his duties. It is all right to have colleges and universities and engineering schools, but the thing that means most for the industrial extension of Canada is this, that in every locality where there is an important industry or group of industries you shall have schools which will train the men already at work and shall train the generations to come, that are to take the positions of responsibility in your industries of to-morrow.

We started that in Nova Scotia. We cannot do what we should without outside help; the income of the Province is inadequate. I think from what little I know that the time is ripe for more agitation, and I think that this vote of \$5,000 for a Commission to investigate the whole question will show the Government that you are in earnest, that you want this thing and are willing to spend your own money for it.

THE BUSINESS SESSIONS

Report of Proceedings of the Thirty-Seventh Annual Meeting of the Canadian Manufacturers' Association, held at the Windsor Hotel in the City of Montreal, Quebec, on Tuesday, Wednesday and Thursday, September 15th, 16th and 17th, 1908.

ON Tuesday, Sept. 15th, at 10 a.m., the President the Hon. J. D. Rolland, Montreal, took the chair, and said: Gentlemen, I will now call this meeting to order. It is my privilege on this occasion to receive you into the City of Montreal, and I am very glad to see so many of my friends present, not only from the eastern part of the country, but from the Pacific to the Atlantic. I hope, gentlemen, that this meeting of the Canadian Manufacturers' Association will be a benefit not only to the manufacturers themselves but to Canada in general. I wish to call your attention to the fact that the meetings will commence at the hour specified on the programme, and I desire those gentlemen who have special committees to attend, to arrange their meetings so that the work of the Convention may be proceeded with. Some people have said we are too much given to the social side. I want to prove to them that when we have work to be done we are hard workers; and, gentlemen, I think you have harder work to do at this Convention than you have ever had in the past, because this is one of the most important meetings of the manufacturers; in our thirty-seven years I don't think we have had such an important meeting as this, not only for the manufacturers but for the country at large.

I will call first for the reading of the minutes of the last Annual Meeting.

(The minutes were taken as read.)

The first order of business to-day is the announcements, and before we go any further, I wish to say that the different clubs of Montreal have accorded the privilege of membership to the members of the Association during their stay in Montreal.

The Secretary will have other announcements to make to you.

The Secretary, Mr. G. M. Murray, made the announcements.

The President: In relation to the ballots, it is necessary for me to appoint scrutineers, and I will appoint Messrs. Scully, Megan and Cameron.

I will now call on our Secretary to read his Annual Report.

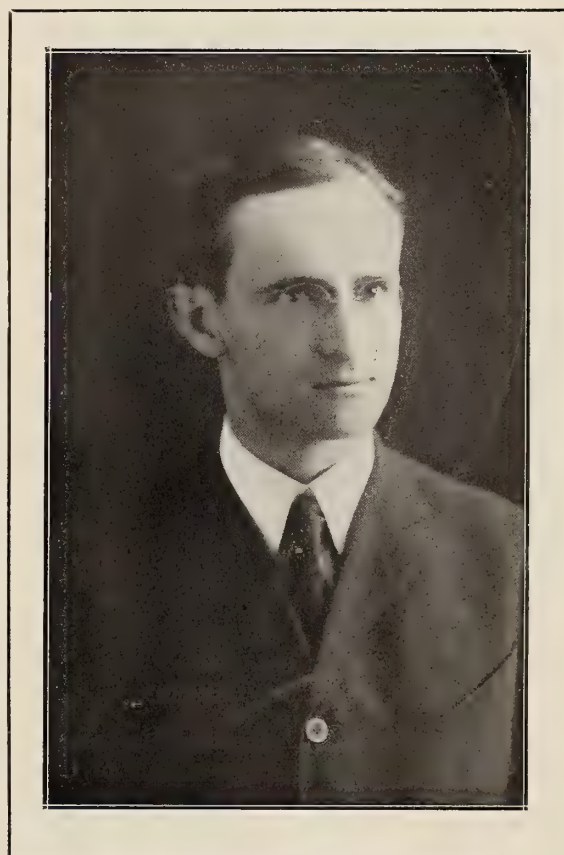
The Secretary: Before commencing this report I would like to say that I should have preferred, had the rules of the Association permitted it, that this report could have been considered at a little later time, partly because there are so few in attendance at present, and partly also because some of the points to which it refers might better be treated of after the reports of the different committees have been considered. However, if any of these points are desired to be brought up afterwards, I am sure the President will give the necessary permission.

The report is as follows:

ANNUAL REPORT OF THE SECRETARY.

Anyone who has glanced, however cursorily, over the voluminous reports that have been prepared for consideration at this, our Thirty-seventh Annual Meeting, may well have wondered what material could have been left untouched to serve as a basis for the report of the Secretary. Practically nothing of importance transpires about the Association offices

that is not reported to, or done under, the direction of one of the standing committees. Of these, nine in number, all have summarized for your information and approval the results of their year's operations. The closing of the London office, the inauguration of the new Tariff Department, and the rearrangement of the Insurance Department, are fully discussed in the reports before you; the numerical strength of the Association will be found carefully analyzed in the report of the Reception and Membership Committee; the increased activity of our Branches is reflected in the report of the Parliamentary Committee; the Treasurer will take you into his confidence



MR. G. M. MURRAY
General Secretary

and tell you everything about the Association's finances, except perhaps the fact that he and the Secretary have been placed under bonds to the amount of \$5,000 each, and that the Finance Committee have ordered a monthly instead of a yearly audit of their books. The only features of importance not touched upon that a backward glance would reveal seem to be the formation of two new sections (Winegrowers' and Biscuit and Confectionery), the decision to have the Managers of the Tariff and Transportation Departments visit Manitoba and British Columbia at an early date, and the fact that larger and better office accommodation will soon be required in Montreal.

If any useful purpose were to have been served thereby, I might have prepared for this occasion a varied assortment of statistics, showing the number of committee meetings, Branch meetings, Section meetings and Council meetings held during the year, and the average attendance in each case; the amount of correspondence handled at the head office and the postage paid thereon, the amount and distribution of the salaries paid to the twenty-four members of our staff, the increase from year to year in the average subscription by which the Association is supported, etc., etc. Things of this nature always make interesting reading for one who is anxious to follow closely the growth of his organization, but I take it that we are here to-day for more important business, and with your kind permission I propose utilizing this opportunity to offer a few suggestions, which I



MR. J. J. MCGILL

(Durham Rubber Co., Ltd.)

Member Convention Committee

trust will not be regarded as presumptuous, even though precedent does not sanction them as a part of the Secretary's Report.

If there is one fact more than another which an occasion like the present serves to emphasize, it is that the Canadian Manufacturers' Association has come to be a great business organization. Now business organizations, particularly the successful ones, do not simply happen, but are the result of careful planning and hard work. Nowhere is this better illustrated than in the history of our own Association. From a small, loosely-constructed nucleus of doubtful influence, it has in ten short years grown to be one of the largest and most powerful institutions of its kind in the whole Dominion. This result, however, has only been attained by the hardest kind of hard work on the part of those who have been entrusted with its destinies. Our Annual Convention always affords us an opportunity for self-congratulation, but we cannot afford to stop there. No one ever attained the top rung in the ladder of success by resting on his laurels. For an organization which depends for its very existence upon the maintenance of an esprit de corps

among its widely-scattered clientele, there can be no middle course; it must either progress or it must fall behind. If we are to ensure the continued success of our Association, therefore, we must keep our faces turned steadily towards the future, so as to anticipate as far as possible the needs which will overtake us, and lay our plans in advance to meet them.

Our Membership.

Of all the Association's varied work nothing is of such fundamental importance as the maintenance of its numerical strength. Less than ten years ago we had a membership of about one hundred and twenty-five; to-day it is almost twenty-two hundred. Gratifying as this increase has been, there are still a large number of manufacturers outside of our membership who are every day profiting by the benefits for which the rest of you are paying. There was a time when this body of outsiders could be successfully appealed to through the medium of the circular and the pamphlet, but the campaign of the past year has satisfied me that the vast majority of those to whom we must now look as the source of added strength are "literature-proof." It is true that the report which last year's Committee have to lay before you shows a net increase for the twelve months of twenty-three, but this result has only been made possible by personal solicitation on the part of members of the staff.

By a conservative computation there are still probably five hundred eligible and desirable manufacturers whom we must make every effort to bring into the fold. Many of these are personally known to members of the Association present here to-day, and if I could only impress upon each one of you the necessity, for the future welfare of our organization, of your doing your part towards helping in the work of increasing the membership, I would feel that my words had not been in vain. The strength of the Association is measured by the length of its lever, and its lever is measured by the number of members it is able to count.

I shall return to this subject before concluding my report, but in the meantime I beg to inform the meeting that I am setting myself and the other members of our office staff the task of bringing in at least half the five hundred outsiders before our next Convention.

"Industrial Canada."

But while there is strength in numbers, we must not lose sight of the fact that a small body of enthusiasts can frequently accomplish more than a larger body of indifferent workers. Lukewarmness is something we must endeavor to guard against at all costs. Never, of course, can it trouble a member who is privileged to attend a Convention like the present, but there are hundreds who cannot conveniently come to these meetings, and we must therefore see to it that they are promptly and regularly supplied with information as to the work which the Association is carrying on. We must also endeavor to secure from the general public a recognition of the merits of our Association, for nothing is so effectual in cementing the ties which bind our members to us as a knowledge on their part that the organization they are supporting is one which has found favor with Canadians of all classes.

To this end I would favor a vigorous policy looking to the improvement of "Industrial Canada." This is the medium through which the Association speaks, and in my opinion we should strive diligently to see that it keeps pace with the growing importance of our organization. To ensure this result I believe that we should endeavor to secure the very best talent that money can buy. For the past two or three years the paper has been making a substantial profit, but so far as I can gather it was never intended that the

Association should look for any portion of its support to the publication of this paper. These profits, therefore, could scarcely be employed to better advantage than in improving the paper itself and bringing it to a level where it will be recognized as an authority on all subjects pertaining to the manufacturing industries of Canada.

I further believe that the time may come when instead of issuing "Industrial Canada" monthly, we will require to issue it bi-monthly or perhaps even weekly. Assailed as we are bound to be from time to time by those who have class and political interests to promote, it is essential that we should be able to defend ourselves through our own official organ. A monthly publication is not so well adapted to this end as one that makes its appearance more frequently. This, of course, may be looking a long way into the future, but for the present the burden of my suggestion is that we must lift the standard of "Industrial Canada" until we have made it a widely read, much quoted and authoritative expository on manufacturing views.

Trade Index.

The next suggestion I have to offer concerns the publication of the Trade Index, issued this year in the form of a special number of "Industrial Canada." It seems to me that the Association is becoming too big and too broad-minded to continue publishing a supposed directory of Canadian manufacturers which does not include non-members. I am aware that when the organization was smaller the publication of this directory of Canadian manufacturers proved a potent factor in obtaining new members, but the Association no longer needs to resort to such expedients to secure practical recognition from those it is benefiting. To-day it is being looked to more and more as a semi-official Department of Trade and Commerce, and I feel therefore that we should encourage rather than discourage the public to come to us when in quest of information regarding the manufacturing industries of our country. By issuing the Trade Index along these more comprehensive lines I believe that the Association would be filling a long-felt want and would at the same time redeem itself from the charge of narrowness which is bound to be laid at its door from time to time so long as it continues its present policy with regard to this directory.

Legal Department.

While the suggestion that we should enlarge our organization by the creation of a legal department has never been formally presented, it has frequently been broached by members whose experience in the work of the Association has convinced them that it would be of great practical value. In submitting the idea for your serious consideration, I should perhaps make it clear at the outset that it is not the intention that the services of the Department would be available for members in connection with private litigation. For reasons which will be quite apparent it would be suicidal to involve the Association in any such proposal. There would, however, be much valuable work in which a Legal Department, operated under the direction of the Parliamentary Committee, could engage. It would enable us to shake free from the old custom of passing academic resolutions on this, that and the other question, forwarding them to the Government, and then leaving it for someone else to do the work, for through such a department we could ourselves initiate the legislation we had in view. To illustrate my point, I need only refer to the measure this year enacted by the Ontario Legislature, granting incorporated companies the franchise on money by-laws. This measure, pioneered by the Association with the help of its solicitors, required amendments to three different statutes. What we have done

this year for Ontario we should endeavor to do next year for Quebec, New Brunswick, Nova Scotia and all the other Provinces, yet by reason of the diversity of Provincial law as regards assessment and voting, it may be necessary to proceed on entirely different lines in each case. When it is remembered that there are numbers of other matters calling for attention at the hands of our Provincial Legislatures, looking to the standardization of commercial law of all kinds, it will readily be seen that a wide field of usefulness would be open for such a department to operate in.

In addition to the above it would be its duty to keep closely in touch with court decisions affecting the rights of manufacturers and commercial matters generally, and to bring same promptly and regularly to the attention of members likely to be interested.

It goes without saying, of course, that such a department could not be financed out of the present revenue of the Association, but if the idea commends itself to this meeting or to any subsequent meeting, I feel sure that ways and means will readily be found to put it into execution.

Technical Education.

While I have no desire to anticipate unduly the reports which are to follow, I trust that I may be pardoned if I express the hope that the proposal outlined in the report



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Dominion Square, Montreal

of the Technical Education Committee will receive the most careful consideration. From a long and close observation of the various problems which are confronting the manufacturers of Canada to-day, I can conceive of none that is more fundamentally important to the manufacturer himself, to the Canadian workingman and to the country as a whole than that of increasing the industrial efficiency of our artisans. Were the Association to commit itself to the course which the Committee have outlined, I feel satisfied that it would at once gain for itself the respect and confidence of a public too long inclined to look for selfish motives in all its actions. Again, of course, the question of ways and means will have to be carefully weighed, but even though it involved a special assessment upon every member equal to one-half his membership fee, I believe it would be found that the necessary funds would be quickly and cheerfully supplied.

Foreign Trade.

During the year just closed there was a very noticeable increase in the correspondence directed to the Association by members anxious to establish connections abroad. So far as the somewhat limited facilities of the Association would permit, these enquiries have been satisfactorily met. If its feeble assistance has paved the way for profitable business transactions your staff is more than pleased to have been of service.

I think that in the main its efforts have been appreciated, though I feel in duty bound to state it is rather discouraging to find that so many of our members, instead of taking up matters of this kind seriously, with a view to laying broad and deep the foundations for successful export trade, are simply flirting with foreign markets until such time as the demands of the home trade will again occupy the whole of their time and attention. On more than one occasion complaint has been made to the Association by firms in foreign countries that connections which had been formed with the expectation of satisfactory trade had been rudely shattered just as business was beginning to develop, apparently for no other reason than that the increased demands of the Canadian market rendered the home manufacturer indifferent, for the time being at least, to export trade. Such conduct is not without its effect upon those who are more sincere in their efforts to work up a foreign business, for it is very easy to create the impression by a few examples of this kind that Canadian business houses as a rule cannot be depended upon to fulfil their contracts. One or two flagrant cases, evincing not only indifference but an absolute lack of business courtesy, have been brought to my attention, and after investigation I must admit that the complaints have been more than justified. For the sake of our reputation as a nation of business men, I cannot urge too strongly the importance of answering promptly and courteously all letters of enquiry received from foreign firms and of filling orders according to sample and specifications. We have suffered more frequently and more seriously from failure to observe these precautions than most of us have any idea of, and I trust that the members of this Association will always set the rest of Canadian exporters a good example by showing that they are actuated by the desire to give satisfaction.

Duties of the Secretary.

I now desire to offer a suggestion which concerns myself, or perhaps it would be more correct to say the position I occupy. There was a time not so many years ago when the Secretary of the Association fulfilled all the duties now being discharged by the Managers of three Departments, an Assistant Secretary and the Editor of "Industrial Canada." As these specialized duties have one by one been taken off his shoulders his position has approached more and more closely to that of the General Manager of a big business corporation. He has been relieved of considerable routine and detail work, but in proportion as this has been delegated to others it has been his duty to strengthen his grasp of the general situation, to follow closely the various lines of activity into which the Association has been drawn, and so to direct its policy that all Departments might work together in harmony and for the best interests of the organization as a whole.

As the result of the closing of the office in London and the establishment of a Tariff Department, both of which have relieved me of duties which formerly occupied a great deal of my time, I now feel that I will be very much freer to get out and meet our members in their own places of business, to let them know what we are doing in their behalf, to try and stimulate their interest in the organization, and to obtain their views as to matters the Association should deal with. From my past experience I have become firmly convinced that the Association is making a mistake in neglecting its rural members, if I may refer to them in that way, for it is surprising how easily they get the idea that the Association can get along without them when a year or two passes without their ever receiving a call from any

of its officers. At various times it has been suggested that we should have a Travelling Secretary to accomplish this same object, but the expenses involved seemed to make the Finance Committee hesitate to recommend the idea. During the past year my assistant and myself, so far as we were able, endeavored to carry out a programme of the kind which I have outlined, and the results I believe have more than justified the expense incurred. If this meeting thinks well of the suggestion I should be pleased to receive permission to spend during the coming year as much time as can conveniently be spared from my other duties in thoroughly testing the advantages of the plan I have proposed.

In conclusion, I wish to make it clear that my remarks with reference to "Industrial Canada," the Trade Index and the Legal Department are suggestions only, not recommendations for immediate action. I leave them with you as subjects for thought between now and our next Convention, when you will perhaps be in a better position to pronounce upon their merits.

Respectfully submitted,

G. M. Murray,

Secretary.

The President: Gentlemen, you have heard the complete report that our Secretary has submitted to the Association. If there is any point which you desire to discuss, it is now open for discussion; if not, I will receive a motion to adopt the report.

Mr. Sam. Harris: Mr. President, just to start the ball rolling, might I say a few words with regard to a suggestion as to "Industrial Canada." The Secretary spoke very nicely about its progress, but I think those of us who have been watching its progress and reading its articles can speak more strongly on the matter. It is well edited, as we all know, at the present time, and the articles now are such that they are quoted by the newspapers as authorities on trade questions, and they are hard to answer, and the arguments they advance cannot be refuted; and I wish to add my voice to the words the Secretary has used in his report. We should go on and improve it with the funds that are accumulating.

With regard to the Legal Department, I think the idea is a very good one; I think we should go ahead and take up the Metallic Roofing Company's case, and cases of that kind, where all employers are directly interested. I think the Legal Department, if we had one, could handle that very effectively. There are other matters, such as technical education and trade schools; those questions, however, will, I suppose, come before a committee.

Mr. A. Saunders: Mr. President, I just wish to make a remark with regard to "Industrial Canada" and the Trade Index. I would say that I have derived more benefit from our Trade Index than any other publication in which we have advertised. Invariably in the replies which I have received from foreign correspondents they have stated that that is the vehicle through which they received information of our firm. I would just remark here that I think Mr. Murray's words were very cogent as to the fact that if the Association supplies its members with information with regard to export trade, they should be equally courteous in replying at once either yes or no to their foreign correspondents. I have in several instances received letters thanking me for my prompt replies, even when I did not fill the order. I want to voice my appreciation of that Trade Index.

Mr. J. P. Murray: I have a suggestion to make. At all the Conventions in the past it has been the rule that speakers give their names and the firms they represent when they address the Convention. I would suggest that that plan be adopted now.

Mr. J. F. Ellis : Mr. President, I think the suggestion of the Secretary that he be allowed part of his time to devote to visiting the members scattered throughout the Dominion should be acted upon during the current year. I think it is a very valuable suggestion. In that way he will come in touch with the membership and manufacturers scattered from one end of the Dominion to the other, and in that way secure their interest and their loyal support to the Association. I hope the Executive Council will act upon the suggestion during the current year. Perhaps it would be well that a resolution be made in that direction, and I would have great pleasure in moving that the Secretary be allowed, during the present year, to devote what time he can spare to visiting the membership and manufacturers throughout the Dominion.

Mr. J. O. Thorn : Mr. President, I have much pleasure in seconding the resolution. I think it is very important indeed that the suggestion made by the Secretary should be carried out. The matter has been brought up nearly every year, but, as the Secretary points out, on account of the expense we have been unable in the past perhaps to carry it out, but I think now we are well able financially to put in operation the excellent plan that has been proposed.

The President put the motion, which, on a vote having been taken, was declared carried.

Mr. Harris : Mr. President, I have pleasure in moving that the report of the Secretary be received.

Mr. Meadows : I have pleasure in seconding that, and I wish to say that we appreciate very much indeed the constructive character of the report and the suggestions contained in it made by Mr. Murray, so different from the ordinary report we receive from time to time.

Mr. Henderson : Wouldn't it be better to refer the whole report to the Executive Committee for action ?

The President : The report can be received, but if you want to add something you can do so and refer it to the Executive Committee.

The President put the motion that the report of the Secretary be received and referred to the Executive Committee, which, on a vote having been taken, was declared carried.

The President : The next order of business is the report of our Treasurer.

TREASURER'S REPORT

I have the pleasing duty of submitting the Financial Statement for the year ending July 31st, 1908.

Perhaps its most conspicuous feature is the amount of cash that we have handled, the total receipts from all sources amounting to \$48,827.77 and the disbursements, deducting items of investment, \$4,231.38, amounting to \$47,118.80, leaving a surplus of \$1,708.97. It will be noted that, while "Industrial Canada" shows an excess of \$789.72 over and above disbursements, the disbursements on the Insurance Department were \$1,295.95 in excess of the receipts. The receipts from members' fees amounted to \$28,029.00, an increase over last year of \$1,529.00. The revenue for the year from this source, however, is only \$27,356.78, as against \$27,468.31 in 1907, being a decrease of \$111.53. This decrease is accounted for by the fluctuation in our membership during the year, as many names had to be dropped from our roll for good and sufficient reasons. But it is gratifying to know that to-day our membership is stronger than it was a year ago by the addition to our numbers of the names of larger firms than those whose names have been left off, so that for the current year we have reason to expect that we shall have a considerable increase in our receipts from this source.

Under the heading of Revenue Account it will be seen that our cash disbursements of \$26,876.46, added to accounts unpaid, \$1,212.94, total \$28,089.40, being practically the same as our revenue receipts from members' fees, \$27,356.78, and interest on investments of \$690.93, total \$28,047.77. It has been the policy of your Finance Committee to look upon these last two items as the source from which the annual charges upon the Association should be provided for. This has been more than attained heretofore, and for the past year many items have been paid that do not constitute an annual charge upon our funds.

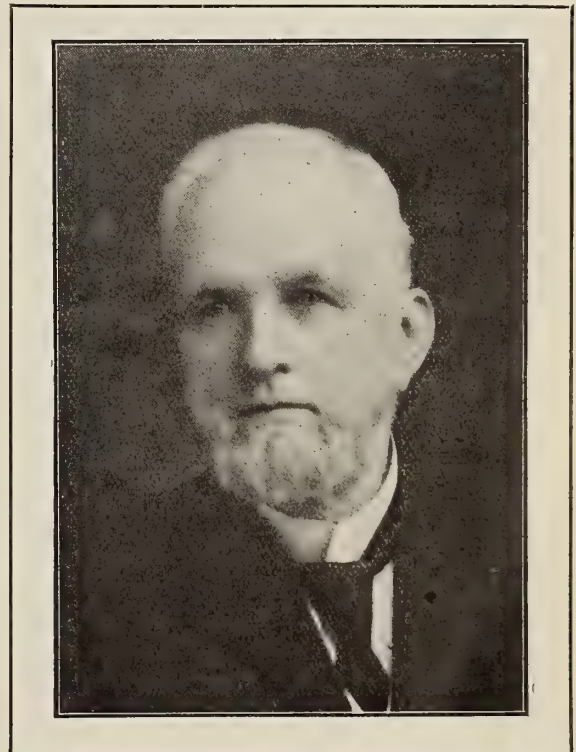
The item Legal Expense, \$2,051.04, includes the sessional payment to our Ottawa representative, also an item of \$750.00 towards the expense of suit, Metallic Roofing Co. vs. Sheet Metal Workers' Union.

In Schedule A, \$838.13 for postage, only represents the disbursement for the head office. Our total postage account for the year, including "Industrial Canada," Insurance Department, etc., is \$1,600. The item of \$4,655.20 for sal-

aries does not include those paid for the Tariff, Insurance, "Industrial Canada," and Transportation Departments nor for the Branches. Our total salary list amounts to \$22,857.15.

Assets and Liabilities.

It will be seen that our assets amount to \$30,562.83.



MR. GEORGE BOOTH
(Booth Copper Co.)
Treasurer

After deducting our liabilities, including \$7,006.08 for membership fees, which were due but not earned, we show a surplus of \$21,945.03.

The item of \$3,987.86 charged to Furniture and Fittings is an increase over last year of \$715.25, which amount is for articles purchased during the current year and charged to the different departments. \$398.78, or 10 per cent. of \$3,987.86, has been deducted as a depreciation on this asset.

I would also call attention to the amount, \$8,741.21, accrued due and owing for advertising in "Industrial Canada" and other sources, less \$1,000 reserved for bad and doubtful debts. While it is considered that the whole amount, \$9,741.21, is a good and available asset, it was thought the wiser part to provide against the contingency of a loss, and \$1,000 was considered to be more than ample for the purpose.

The amount which the Mutual Insurance Companies are shown as still owing the C. M. A., viz., \$3,070.00, represents the unpaid balance of what it was mutually agreed

expenses of \$1,000, to say nothing of a considerable increase which may be anticipated from membership fees.

It is estimated if we pay all expenses from the revenue derived from membership fees there will be a shortage this year of \$1,204.00, as follows:

Disbursements	\$26,089.00
Tariff Department	4,000.00
Contingent, Nova Scotia	1,000.00
Estimated Receipts, 1908-09.....	\$29,285.00
Estimated Interest	600.00
Shortage	1,204.00
	<hr/>
	\$31,089.00 \$31,089.00

During the year it was thought advisable to purchase two (2) Toronto City debentures of £500 each, which, together with our former investment of \$5,000, are deposited with the Toronto General Trust Co.

Our live assets are as under:

August 1st, Cash	\$9,876.97
Toronto City Debentures	4,231.38
Toronto General Trust Co.....	5,000.00

Your Treasurer considers he is justified in congratulating the Association on its financial standing, which is mainly owing to the care and wisdom with which your Finance Committee supervised the expenditures and affairs that came under their notice.

Geo. Booth,
Treasurer.

AUDITOR'S REPORT.

Balance Sheet, as on 31st July, 1908.

Liabilities.—

Fees payable in Advance and Unearned.	\$ 7,006.08
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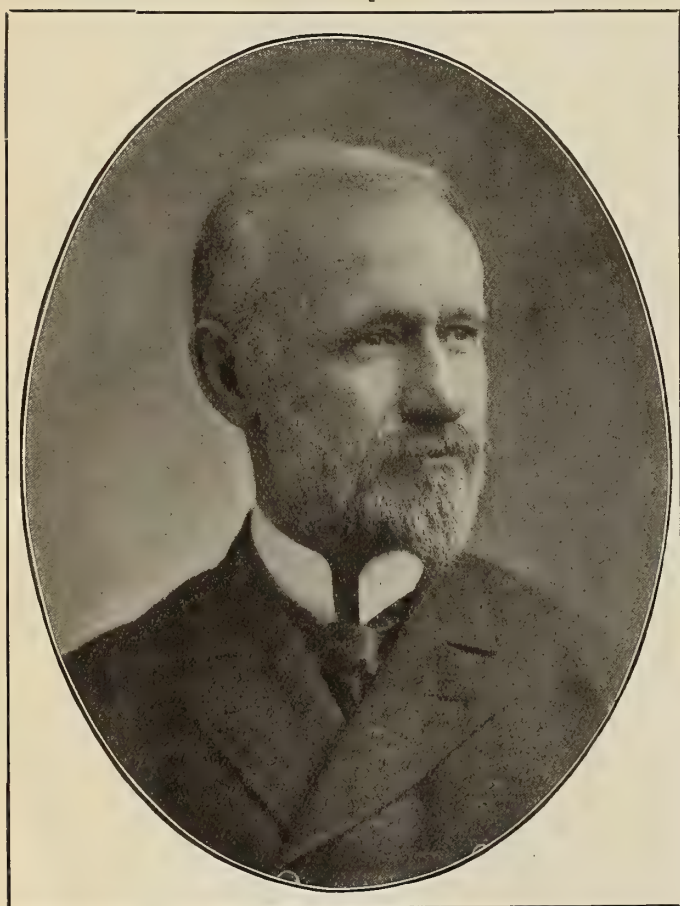
Accounts Payable.—

Furniture and Fittings	\$149.50
Annual Meeting	11.00
Trade Index	12.00
Commercial Reports.....	17.78
Expense	470.20
Industrial Canada	471.64
Tariff Department	33.30
Insurance	14.00
Translations	1.74
Insurance Department	31.78
	<hr/>
	1,212.94
Reserve for Depreciation Furniture and Fittings	398.78
Balance Surplus Assets	21,945.03
	<hr/>
	\$30,562.83

Contingent Liability Nova Scotia Labor
Commission not to exceed....\$1,000.00

Assets.—

Fees Owing—Accrued, Due	\$ 626.66
Furniture and Fittings	3,987.86
Advertisements Accrued, Due and Ow- ing—as on 31st July, 1908.....	\$5,556.48
Accounts Due Insurance Department..	954.23
Accounts Due British Office	150.00
Accounts Owing Account Commercial Reports	10.50
C. M. A. Mutual Insurance Companies	3,070.00
	<hr/>
	\$9,741.21
Less Reserve for Bad and Doubtful Debts	1,000.00
	<hr/>
	8,741.21



MR. W. B. TINDALL

(Parry Sound Lumber Co.)

Vice-Chairman, Finance Committee

would be a just and equitable amount for them to pay us on account of expenses advanced to them while they were in process of organization. This was referred to in my last Annual Statement as a contingent asset, and is the principal item that increases our surplus assets over what was shown last year.

It is evident that for the current year, owing to the inaugurating of the Tariff Department, an additional amount of \$4,000 will have to be provided for, also a contingent payment of \$1,000 in connection with the Nova Scotia Labor Commission. As against this there may be set off \$1,000 on account of the discontinuance of the British Office, also a possible reduction in the charge for legal

Interest Accrued	48.88
Investment Account—as per Schedule..	9,193.12
Expense Inventories	88.13
Cash on Hand	125.00
Cash at Bank—as per Pass Book....	\$9,113.63
Less Outstanding Cheques.....	1,361.66
	<hr/> 7,751.97
	<hr/> \$30,562.83

I hereby certify that this Balance Sheet is a correct statement of the affairs of the Association; that I have duly audited the Books and Accounts of the Association, and that all my requirements as Auditor have been complied with.

WILTON C. EDDIS, F.C.A.,

Auditor.

Revenue Account, for 12 Months Ending 31st July, 1908.

1908.

July 31.

To Expense—as per Schedule "A"...	\$19,582.59
" Translations	194.14
" Legal Expenses	2,051.04
" Annual Meeting	1,193.83
" British Office	1,016.81
" Bad Debts	584.50
" Tariff Department	1,009.89
" Receptions	237.90
" Taxes and Insurance	111.61
" Western Excursion	6.00
" Threshing Machine Section.....	5.40
" Ottawa Dinners	113.20
" Engine and Boiler Section	71.50
" Toronto Branch Dinners	23.45
" Trade Index	58.42
" Furniture Section	141.77
" Hamilton Dinners	20.45
" Depreciation Furniture, etc.....	398.78
By Membership Fees	\$27,356.78
" Commercial Reports	22.29
" Western Excursion	
" Interest	690.93
" Industrial Canada—as per Schedule "B"	2,667.08
" Insurance Department	1,951.40
" Jewellery Section	15.59
To Wine Growers' Section.....	7.02
" Woollen Section	37.16
" Pulp and Paper Section.....	5.00
" Balance	5,833.61
	<hr/> \$32,704.07
	<hr/> \$32,704.07

Cash Account, 31st July, 1907, to 31st July, 1908.

Receipts.—

Balance, 31st July, 1907.....	\$10,273.38
Membership Fees	\$28,029.00
Industrial Canada	14,199.37
Commercial Reports	71.00
Translations	18.90
British Office	666.25
Interest	666.53
Toronto Branch Dinners .....	.50
Flag and Arch Account	41.75
Sundry Accounts Received	242.68
Insurance Department	4,608.70
Ottawa Dinners	130.00

Jewellers' Section	93.09
Canadian Trade Index, 1906.....	60.00
	<hr/> 48,827.77
	<hr/> \$59,101.15

Cash Account, 31st July, 1907, to 31st July, 1908.

Disbursements.—	
Industrial Canada	\$13,409.65
Expense	24,597.80
Insurance Department	5,904.65
Taxes and Insurance	97.61
Translations	203.81
Commercial Reports	51.55
Montreal Contingent Account	75.00
Canadian Trade Index, 1906	35.52
Investment Account	4,231.38



The Treasurer Reading His Report.

Courtesy "The Montreal Star."

Tariff Department	914.09
Sundry Accounts Received	140.58
British Office	1,332.44
Jewellers' Section	67.50
Toronto Branch Dinners	23.95
Ottawa Dinner	243.20
Hamilton Dinner	20.45
	<hr/> \$51,349.18
Cash on Hand July 31st, 1908.....	7,751.97
	<hr/> \$59,101.15

SCHEDULE "A."

Expense Account.

Postage	\$ 838.13
Printing and Stationery	736.15
Rent and Light	861.85
Salaries	4,655.20
Telegrams and Telephones	164.66
Travelling Expenses	369.09
Exchange	198.05
Commissions	24.00

Certificates	227.82
Transportation Department	4,135.12
Presentations	504.05
Toronto Branch	1,423.08
Montreal Branch	3,067.94
British Columbia Branch	270.95
Nova Scotia Branch	367.00
Quebec Branch	537.92
Manitoba Branch	457.94
Sundries	243.64
	<hr/>
	\$19,582.59

SCHEDULE "B."

Statement Showing Receipts and Disbursements of Industrial Canada for 12 Months Ending 31st July, 1908.

Expenditure.—

Printing, etc.	7,759.78
Salaries	4,254.35
Postage and Distribution	923.79
Electros	440.45
Travelling Expenses	288.35
Telegrams and Telephones	60.04
Special Literary Matter	86.00
Sundries	95.99
Rent and Light	411.68

Receipts.—

Advertising—Display	\$15,338.79
Advertising—Cards	1,503.63
Copies—Sale of	145.09
Profit for 12 Months	2,667.08

\$16,987.51 \$16,987.51

SCHEDULE "C."

Showing Receipts and Expenditure of Insurance Department for Year Ending 31st July, 1908.

Expenditure.—

Salaries	\$3,671.00
Travelling Expenses	1,293.26
Rent and Light	411.70
Telegrams and Telephones	100.70
Printing and Stationery	224.87
Postage	118.39
Sundries	79.29

Receipts.—

Fees, etc., Received	\$3,278.41
Fees, etc., Accrued as on 31st	
July, 1908	911.16
	<hr/>
	\$4,189.57
Mutual Companies	3,661.04
To Balance	1,951.40
	<hr/>
	\$7,850.61 \$7,850.61

Mr. Booth: I have much pleasure in presenting this report, which has been duly signed and audited by the auditor, and in moving its adoption.

The President: Gentlemen, you have heard the very complete report of our Treasurer. This report shows the soundness of the financial position of our Association. Our Secretary in the last part of his report speaks of the care and wisdom with which the Finance Committee supervises the expenditures of the Association. I would add, if you will permit me, that the Finance Committee has done its work well, but in addition to that we have the good work of our Treasurer. I understand very well that it is necessary to have a Finance Committee to supervise our Treasurer. Our Secretary

said a few minutes ago that we had to bond him, but I can say that as long as our Association can receive the good work of our Treasurer we shall prosper as we have done in the past, because I believe that few Associations can show in this hard financial year such a statement as our Treasurer has presented to the Association. It is now in order, gentlemen, to adopt the report.

Mr. John Firstbrook: Mr. President, in the absence of Mr. Tindall, the Chairman of the Finance Committee, I want to refer to the characteristic modesty of our Treasurer. He is always looking for some one upon whom to cast the burden of responsibility with reference to any saving he makes on behalf of the Association, so he has put it on the Finance Committee this year. But those who have been connected with the work of the Treasurer and the Finance Department have noticed that he is always on hand, always looking for places to make a saving. He is, I think, the most careful Treasurer that I know of anywhere, and still he is broad-minded and willing to spend money where it is going to be in the interests of the members of the Association. I have much pleasure in moving the adoption of the Treasurer's report.

Mr. W. H. Rowley: Mr. President, I take pleasure in seconding the motion. I can only add that I think it would be impossible in such a short time as there is to pay that tribute of respect and of honor to the Treasurer that is his due, or to express our feelings of the safety and security of the funds as long as they are in his hands.

Should Fees be Increased?

Mr. J. F. Ellis: I would like to say a word. In the last clause of the Treasurer's report he sounds a note of warning. We have been in the past endeavoring to make the membership fees cover all the disbursements, but we hear from this that that is not likely to be the case during the current year, and I think it would be unfortunate if the finances of the Association should fall behind in any way for that cause; and I think that we should seriously consider the membership fees. For my part I don't think there should be any \$10 grade; I think \$15 would be a very small fee for any member of this Association to pay, no matter what the size of his manufacturing business be (hear, hear); the benefits that are derived by any manufacturing concern, no matter what the industry may be, far more than compensates for a small fee of \$10. Of course, it is not the time now to move a resolution to that effect, but I think the incoming Finance Committee should carefully consider that matter, and instead of having in the year an expenditure more than the revenue received from membership fees it should be always the other way. We are adding every year additional departments that mean greater expense, and we must provide for them.

The President: Your suggestion, I suppose, will be taken into consideration by the incoming Finance Committee. Are there any further remarks on the report of the Treasurer?

Finances of Insurance Department.

Mr. A. Jephcott: Mr. President, it is with considerable diffidence that I rise to criticize in any respect the Treasurer's report, but I feel I should only be remiss in my duty if I allowed the reference to the finances of the Insurance Department to pass unchallenged. Our special attention is drawn to the fact that the disbursements of the Insurance Department are \$1,295 in excess of the receipts. I venture to think that outside of probably a handful of gentlemen who happen to know the facts of the case, the impression that would be left by this statement on the minds of all in this room is that the Department has cost the Association this sum during the last twelve months. As a matter of fact, it is with considerable gratification that the Department is able to report to you that during the last twelvemonth it has been entirely self-support-

ing, being the first time that this Department has been so. If the accounts were prepared and compiled in the proper manner and presented to you as they should be, they would show, instead of a considerable deficit as here represented, that the Department has actually paid a surplus of some \$70 to the Association, and I don't think this statement should be allowed to pass into the hands of the members of the Association in the shape it is in. I would, therefore, ask that the whole of that statement should be stricken out of the Treasurer's report.

You will probably ask, if what I say is correct, how comes it that the Treasurer should make the statement that is in the report? My only reply to that is that it is on account of the peculiar method of accounting in vogue in this Association. In reference to what I mean I would refer you to the revenue account, where you will notice that the revenue account for the twelve months is credited with the sum of \$1,951.40, as representing the surplus of revenue of the Insurance Department. On the other hand, in the Treasurer's report we have the statement that the expenditure has been \$1,295 in excess of the receipts, two totally contradictory statements. The absurd part of the whole thing is that both of them are incorrect. We have not had a surplus of \$1,951, nor have we had a deficiency of \$1,295. The Department has, as a matter of fact, been just about self-supporting.

I think I might go a little further and suggest that in future the accounts be presented to the Annual Meeting in a little more business-like form. The custom of presenting the cash account which has been in vogue for several years past is misleading in the extreme. It in no way represents our income, or revenue, nor does it represent our expenditure. I doubt if anybody in this room, in his own individual capacity, would ever present a statement of cash receipts and cash payments and make any deductions therefrom as the result of operations for the year; in every instance you will find that the cash account will vary from the revenue account. It seems to me, in a business organization like this, composed, or supposed to be so, at any rate, of business men, we should have the accounts dealt with in a business-like way. However, it is with reference to the mention of this particular item that I rose to speak. I submit an amendment to the effect that the statement, "It will be noted that, while 'Industrial Canada' shows an excess of \$789.72 over and above disbursements, the disbursements on the Insurance Department were \$1,295.95 in excess of the receipts," be stricken out of the Treasurer's report altogether, and in its place words to the effect that the Insurance Department has been self-supporting for the current year be substituted. I will not speak on the subject of "Industrial Canada" except merely to say that our notice is particularly drawn to the fact that the excess of receipts is \$789, which leads one to suppose that it is a profit the Committee has made. If you refer to Schedule "B" you will notice that the profit for the twelve months has been no less a sum than \$2,667. These statements are read by probably very few members; I don't know whether any of the members present take the trouble to look at them or not; but the Treasurer's report is very likely to be read, and my contention is that it would leave an erroneous impression. I know very well it was very far from the intention of the Treasurer to misrepresent anything of this kind at all, and it is with very great diffidence I speak on the subject, but nevertheless that is the effect it would have, and I think it should be corrected before the accounts are passed and sent out.

Mr. Booth: In alluding to those items I was merely alluding to the cash receipts. I say here we paid out during the year \$1,295 more than we received. That fact remains; that is all I know about it.

Mr. G. F. Beer: I second the motion of Mr. Jephcott, because, although the figures are technically correct, they are misleading. You can see it is simply a matter of accounting. It would be a pity to let the report go out and give a misleading impression about either Department. As a matter of fact Mr. Jephcott says the Insurance Department was a little more than self-supporting, and the profit from "Industrial Canada" was largely in excess of that mentioned, so that, without any reflection upon the Treasurer's report, I would ask the support of the meeting in omitting that reference.

Mr. Booth: I have no objection to it being expunged, but, as I say, I paid out \$1,295 more than I received.

Deprecates an Increase.

Mr. Roden: Before we get an expression of opinion on the question of the raising of the rates, as Mr. J. F. Ellis has suggested no rates should be less than \$15, I think it would be advisable that we have a rearranging and grading of the rates of the Association. I merely make this suggestion for the purpose of getting an expression of opinion. There are a large number of our members who have only about ten people employed in their factories, and they consider the charge of \$10 a year a very high rate for membership in our Association, where they do not trouble very much about the work of the Association, and are really not very much imbued with its advantages. I would suggest rather than having the rate put up to \$15 that they be graded so as to get that increase. I think the revenue should be equal to the disbursements; at the same time we do not want to hurt the Association by making the fees too high, and thus drive the small members from us. I would like to have an expression of opinion from all the members here.

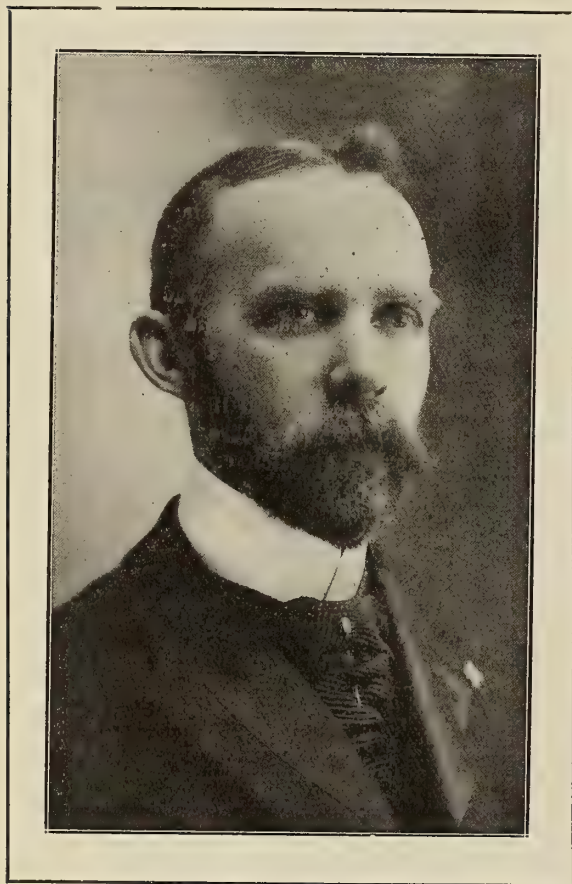
The President: This question cannot be discussed except by amendment to our by-laws, and as there has been no notice of motion to amend the by-laws this year, we cannot discuss it. When the question of amendments to the by-laws comes in, if some one wishes to give notice of motion, it will then be in order, but for the present I cannot let the discussion go on on the fees.

Mr. Henderson: Speaking to the point raised by Mr. Jephcott, it seems to me a very important point in connection with the accounts. Mr. Jephcott, rightly or wrongly, has stated the accounts are not correct. There is a certificate here by a chartered accountant, Mr. Eddis, that the account is correct. It certainly shows the cash received by the Insurance Department is so much and that the disbursements on account of the Insurance Department are so much, and a deficiency. Whether that is right or wrong we are unable to judge, but it is a very serious question for Mr. Jephcott to raise. Does he mean to say that the auditor employed by the Association has falsified the report, or are the figures incorrect? I think that question ought to be settled now. At the top of page 113 of the auditor's report, signed by this gentleman, Mr. Eddis, he says, receipts from the Insurance Department, \$4,608.70. Immediately following he gives the disbursements on account of the Insurance Department, \$5,904.65. It is not a light matter to say the accounts are wrong. There ought to be full explanation of wherein the accounts are wrong, if they are wrong; but for any gentleman of the Association to get up and make the bald charge that the auditor has put in our hands a wrong statement is a very serious one, and should be settled now.

The President: The statements which have been submitted here by the Treasurer are signed by the auditor, Mr. Wilton C. Ellis. The question which has been raised is a question of bookkeeping. Nobody doubts the accuracy of the figures, so I don't believe it would be right after these accounts have been prepared by the Treasurer, submitted by the Finance Committee and approved by the Auditor, that any reflection

should be made. I understand that the suggestion that is made is that in future the bookkeeping should be changed. If you were to pass a motion to change it I believe it would be a bad reflection upon the Finance Committee and upon the Treasurer. My idea would be that in future it be a suggestion to the Finance Committee that they give their statement more in detail. Everybody agrees, I understand, that these figures which have been presented are right, but you disagree on the way of putting the details. So I believe the suggestion can be made, and properly, to the Finance Committee for the next session, but I don't think it would be in order to pass a resolution to strike out some of the words while your Finance Committee and your Treasurer and auditor have adopted the figures.

Mr. Rowley: Would it be in order for me to ask under



MR. C. R. McCULLOUGH

(Ontario Engraving Co.)

Chairman, "Industrial Canada" Committee, 1907-8

what Department and in whose charge the finances of the Association are? Are they in charge of the Finance Committee, the Treasurer or the Auditor?

The President: The accounts are in the charge of the Finance Committee which you have named, and the Treasurer is responsible to the Finance Committee, and these accounts have been adopted by the Finance Committee, and are submitted to the Auditor. I understand the Auditor not only audits the books every year, but an audit has now to be made every month.

Mr. Booth: Mr. President, this statement of "Industrial Canada" is not a statement of cash receipts and expenditures at all; it is a statement of account. I took it to be all right, as my friend has said. I said nothing about a surplus; I only spoke about the money that I received. Some of these accounts I do not check; there is no doubt they are perfectly right.

Mr. Beer: I don't think the Finance Committee sees these statements at all; I think they are only a check on the disbursements and nothing more. Is that right, Mr. Murray?

The Secretary: You are not, strictly speaking, correct, Mr. Beer. The Auditor audits the books every month and submits two copies of his report, one to myself and one to the Vice-Chairman of the Finance Committee, who brings it up at the monthly meeting of the Finance Committee. These reports are considered, and if they are not satisfactory they make their wishes known. I may say during the past year on two different occasions the reports of the Auditor were not satisfactory; in one case he didn't give sufficient information, and in the other case he was not following the method of bookkeeping the Committee approved of; I was instructed to write him to the effect that they wished the work to be done along certain lines. I think you will understand from that that the Committee are not taking these things in any matter-of-fact way, or taking them as read, but they are giving them actual consideration.

Mr. Jephcott: Mr. President, perhaps I can throw a little more light on the subject. The difficulty mainly arises on account of this publication of what is called a cash statement. Now, as I understand it, we are not interested particularly, at any rate, in knowing exactly how much cash came into the treasury from different sources, but in knowing what our revenue is. That is largely where the difficulty comes in. The cash account comes in with items of expense and capital mixed up together. Although the statement may be technically true that the Treasurer himself has only received certain amounts less than he has expended on the Insurance Department, nevertheless that is only half the truth, and consequently is misleading. The amounts that were paid out in the early part of this present year were to assist in the organization of the insurance companies, and the dividend referred to as coming back over a period, but which has not yet come back, is to come back; but because it has not come back into the Treasurer's hands I don't think he takes any account whatever of that in his accounts, and it merely leads to the impression that the receipts for the particular year which has passed have been far less than the expenses. It is nothing more nor less than a mixing up of accounts—interest and capital accounts mixed up together. Suppose I advanced a friend a thousand dollars, to be paid back in February, when I came to make my accounts up at the end of the year, should I consider that as so much expense for the year, and for the following period should I consider the amount he paid in January or February, as so much revenue? That is exactly what is done in this account; they are not made up on the right model; the result is they show a state of affairs that is not so. I am not criticizing the Auditor's report; I am not saying for one moment that the moneys have gone astray; I am criticizing the methods of accounting to this Annual Meeting, and I certainly seriously criticize the impression that will get abroad from the reading of this report that there has been a deficiency of \$1,295 in the accounts of the Insurance Department for the current year.

The President: Gentlemen, you have heard the report of the Treasurer, the adoption of which was moved by Mr. Firstbrook and seconded by Mr. Rowley. I understand from the different remarks that have been made that you would rather have the statement put in another form. I would suggest that the report be adopted with a rider that in future you desire to have the statement so and so, because it would not be proper to criticize and not to adopt the report.

Mr. Firstbrook: I think if you were to go on a month or two longer this matter would adjust itself in the natural course when the Insurance Committee has the money that they have earned for the year come in; as I understand it, there is some money outstanding which is to come in.

Mr. Booth: \$911.

Mr. Firstbrook: In the meantime, if we adopt the suggestion of the Chairman of the Insurance Committee and eliminate this clause that seems objectionable, I think it would be the proper thing to do, and I am sure the Treas-

urer would agree to that, and then we could adopt the report as amended.

The President put Mr. Jephcott's amendment, which, on a vote having been taken, was declared carried.

The President put the motion to adopt the report as amended, which, on a vote having been taken, was declared carried.

The President called for the report of "Industrial Canada" Committee, which was presented by Mr. John Firstbrook.

REPORT OF "INDUSTRIAL CANADA" COMMITTEE

More, possibly, than in the case of any other branch of the Association's activity, the work of the Committee in charge of "Industrial Canada" must be judged from month to month as the paper appears. We seem to have emerged from the shadow which was cast by the recurring fear of a deficit, and with the assurance of a sufficient, if not overabundant revenue, the merit of the publication itself must be the measure of your Committee's success.

Financial.

Again, this year, in spite of much larger expenditure on the paper than ever before, we are able to announce a substantial profit on the year's publication. We do so with all the more pleasure because, in the early months of the year, we agreed to the temporary transfer of our Advertising Manager to the service of the Insurance Department, a transfer which was later made permanent. In the interval between the withdrawal from our service of the former solicitor and the appointment of his successor, Mr. D. B. Gillies, the revenue of the paper suffered a serious falling-off. Notwithstanding this, the revenue statement for the year shows a large increase over last year. Owing to the greater cost of printing, which made a difference of approximately one hundred dollars a month, and to the appointment of an editorial writer, which accounted for another hundred dollars a month, the cost of publication has also shown a marked increase. This, however, is in accordance with the policy which, we believe, has always been held by the Association, viz., that the surplus earnings of the official publication should be devoted to improving the paper and enlarging its usefulness. The revenue for the financial year, as shown in the Treasurer's Report, after making adequate allowance for bad and doubtful debts, was \$16,987.51; the total cost of publication was \$14,320.43, leaving a net surplus for the year of \$2,667.08. Deducting from this \$380, the proportion of the Advertising Manager's estimated commission, which, while not payable until November, is justly a charge on this year's business, we have a clear profit of \$2,287.08.

The cash statement shows that the surplus of cash receipts over disbursements amounts to \$789.72. The difference between the cash and the revenue surplus is accounted for, not so much by slowness of collections as by the fact that much of the revenue from the June special number was not available until after the close of the financial year.

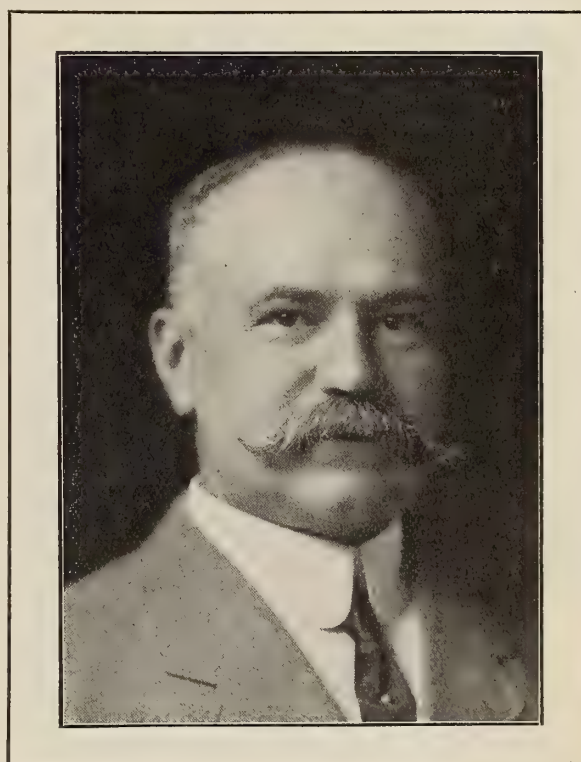
Size and Circulation.

Nor has it been in revenue alone that "Industrial Canada" has grown. Volume VIII., which we have just closed, is the largest which has ever been issued by the Association. It contains 1,154 pages, which is an increase of 180 over the preceding volume, and of 304 over the file of 1905-6. Over 250 new names have been added to the sub-

scription list, and as a consequence of the large extra circulation of the Convention Number and the Trade Index Number, the paper has been much more widely distributed than ever before.

Editorial.

Your Committee have kept steadily in view the objects for which the paper was established. Its first function is to keep the members informed of the work which is being carried on by the Association. This has been accomplished



MR. S. R. HART

(Hart & Riddell)

Chairman "Industrial Canada" Committee, 1908-9

by the publication of Association news, and particularly by featuring the work of its various departments and committees. Special mention might be made of the articles which have appeared on subjects of Transportation and Insurance. In both cases educational work of great value has been done, and in several instances, through the publicity of its columns, problems have been taken up actively and settled satisfactorily.

Secondly, it is expected to inculcate the ideas for which the Association stands, both among the members and among

those who are influential in moulding public opinion. Principal among these ideas have been the protection of Canadian industries, and the fostering of the "Made-in-Canada" sentiment. During the year just past it has continued to do good work in both directions. By advocating doctrines of this kind in the editorial pages, and by illustrating the growth and quality of the Canadian manufactures in the news columns, it has carried on aggressively the fundamental work of the Association.

Further, it may be said that the paper aims at assisting members directly by cultivating a mutual business relationship between them. In pursuance of this policy, its advertising columns are reserved exclusively for Canadian manufacturers. While this has circumscribed materially the revenue-producing possibilities of the paper, it has given our members a purely Canadian journal, one which is uninfluenced by any necessity of catering to foreign advertisers, and one in which the Canadian manufacturer suffers no disadvantage from the aggressive methods of his foreign competitor. Its advertising and editorial pages alike are devoted exclusively to the interests of Canadian industries.

General Improvements.

Your Committee have recognized that the growing importance of the Association called for an official publication that would represent it creditably. With this in view, consistent efforts have been made towards improving the style and make-up of the paper. By the use of a superior coated stock for the editorial section, the half-tone engravings have been made to appear to better advantage. By printing the editorials in a ten-point type instead of eight, they have been made more attractive and easier to read. Recognizing the importance of telling a story by a picture, cartoons have been made a feature of the paper. These have been drawn by some of the leading cartoonists in Toronto, and are serving a useful purpose. That they are effective is shown by the fact that they are being reproduced even in the English papers. Use has been made much more freely than ever before of general illustrations. An effort has also been made to get away from the old stereotyped style of headings, and the adoption of new ideas in this respect has added to the freshness of the paper. These changes, together with new cover and name plates, have given "Industrial Canada" a smart and attractive appearance.

It is gratifying to know that "Industrial Canada" is recognized by the press and public here and abroad as being an authority on Canadian industrial questions. This is shown by the number of articles which are reproduced each month from its columns. Special mention might be made of the article on the "Industrial Outlook" in the June issue, which was reproduced in practically every paper in Canada; on "Building Conditions," in the July issue, which was quoted and commented on very widely; besides many others which have served as subjects for editorial discussion in United States, British, and Canadian journals.

Special Numbers.

The Canadian Trade Index, formerly issued under the direction of the Commercial Intelligence Committee at intervals of about three years, was this year taken in charge by the Committee now reporting, who, after very careful consideration, decided to publish it as a special June number.

It is believed that the present schedules will be found to be more complete and more accurate than in any previous issue. Over twenty-eight hundred distinct articles of manufacture are listed, and under each heading is given an alphabetical list of the members of the Association manufacturing the article. The present number contains 365 more headings than the last number, and to that

extent illustrates the increasing diversity of our manufacturing industries, and the breadth of the Association's membership. Your Committee call attention, with some pride, to the fact that, in spite of the complexity and extensiveness of the work, the present Trade Index, which appeared in June, contained the firms which were admitted to membership at the May meeting of the Council, properly listed throughout the schedules.

The issue had a total circulation of 7,500, half of which went abroad to a selected list of importing houses, reference libraries, chambers of commerce, etc., compiled by the Canadian Trade Commissioners and by the foreign correspondents of the Association. It is confidently expected that the results will prove beneficial to the membership at large in the direction of increased export trade.

The advantages of publishing a classified directory as a part of "Industrial Canada" are numerous and obvious. Regarded first from the financial point of view, the composition, press work and binding are done at contract prices, considerably below what had to be paid under the old arrangement. By keeping the type standing, and making only such changes as may be necessary, the cost another year will be still further reduced. The distribution among members is effected much more cheaply, publishers' rates now applying instead of third-class, as formerly. As a work of reference on the manufacturing industries of the Dominion, its value is greatly enhanced by having it revised and brought up to date every year. This annual revision also enables the Association to give new members the benefit of the classification without undue delay, an argument which will no doubt be found effective in canvassing for applications. It is earnestly recommended that permission be granted your Committee to continue the plan this year so successfully inaugurated.

Advertising Rates.

In view of the increased cost of production, as well as the added value attaching to "Industrial Canada" as an advertising medium, it was decided, in July, to advance the rates for display advertising to the figures shown below, on the understanding that the rates to present advertisers would remain unchanged so long as they continued their contracts in force:—

	Single			
Space.	Issue.	3 months.	6 months.	1 year.
One page.....	\$35.00	\$100.00	\$180.00	\$325.00
One-half page....	20.00	60.00	110.00	190.00
One-quarter page.	12.00	35.00	65.00	120.00
One-eighth page..	8.50	22.50	40.00	70.00

Notwithstanding these advances, the new rates will be found considerably lower than those of other journals enjoying the standing and circulation of "Industrial Canada."

Executive Council Reports.

In connection with the publication of the proceedings of the Executive Council in separate bulletin form, a few words of explanation may not be amiss. This move was first decided upon in June, in order to avoid what seemed like an unnecessary expense in printing and distributing this information to the four thousand readers outside of Canada, to whom it could be of no interest. Learning what was in contemplation, the Reception and Membership Committee took advantage of the opportunity to publish the names of resignations passed the previous month. This had never been done before, because it was felt that no useful purpose would be served by making the information public. It was, however, something which the membership at large had a right to know, and the confidential bulletin seemed to provide the proper medium.

The possibilities of the bulletin as a means of acquainting members with other Council proceedings which it was important they should know, but which, by their very nature it was impracticable to publish in a journal like "Industrial Canada," were promptly recognized by the Council, and instructions given to have the arrangement continued. Besides the advantage just referred to, this plan has the merit of bringing Council proceedings more directly to the attention of the membership than was possible through the medium of "Industrial Canada," and abundant evidence is already to hand showing that the reports in their new form are being more widely read.

In order that the official status of the paper may in no way suffer from the change, the news features of the Council proceedings will be treated by the Secretary each month in a semi-editorial manner.

In resigning the cares of office, your Committee desire to state that they deem it a privilege to have been connected with the management of a periodical so widely and so generously supported by its readers. To all who have helped make it what it is, whether by patronizing the advertising columns or by supplying material for the news columns, they extend their sincerest thanks, coupled with the hope that their successors in office may be similarly favored.

All of which is respectfully submitted.

C. R. McCullough,
Chairman.

G. M. Murray,
Secretary.

REPORT OF RECEPTION AND MEMBERSHIP COMMITTEE

Your Reception and Membership Committee, in submitting herewith a report of their year's campaign to increase the strength of the Association, are pleased to be able to state that results, on the whole, have been very gratifying. As will be seen from the figures that follow, the net gain has been small, but, considering the fact that business conditions have of late been anything but favorable to the Association's continued growth, it should rather be a matter for congratulation that the membership has been able to hold its own.

Looking Backward.

Before proceeding further it may not be amiss to offer a few words of explanation regarding the difficulties of the situation which confronted your Committee when they assumed office in September last. In the first place, they were handicapped by having to succeed committees who, since 1900, had been establishing a rate of annual increase which could not possibly be maintained. With two and three hundred added to the Association's membership roll every year, the field of eligible manufacturers outside the organization was speedily narrowed down to a point where applications could only be obtained at odd intervals, and as a result of personal solicitation. Following this, in 1905, and again in 1906, the by-laws were amended in such a way as to close the doors to a numerous class who were able to qualify under the old regulations. While this move was unquestionably a wise one, it made it doubly hard for the Membership Committee to show results; for not only were they debarred from accepting applications of a kind that had helped to swell the returns of their predecessors in office, but their gains in the narrower, though more legitimate, sphere were actually reduced through having to accept the resignation of sundry professional and financial men admitted to membership at a time when the rules were more elastic.

Mr. Firstbrook: Mr. President, I take pleasure in moving the adoption of this report of the "Industrial Canada" Committee.

Mr. Burton: I take great pleasure in seconding the adoption of the report.

The President: The adoption of the report has been moved and seconded, and it is now open for discussion.

Mr. Burton: I would like to make one remark. We are particularly pleased with the fact that "Industrial Canada" is devoted entirely to Canadian interests and is able to support itself and show a good surplus, without soliciting advertisements from any firms outside of Canada, and I hope that policy will be long-continued and successful. (Hear, hear.)

The President put the motion to adopt the report, which, on a vote having been taken, was declared carried.

Mr. C. W. Davis: Mr. President, I would like to make a suggestion that inasmuch as these reports are all printed and in the hands of the members and officers, that the reports be taken as read, and that the Chairman confine his remarks to any heads contained in these reports likely to elicit discussion, so as to save the time of the meeting.

(The suggestion was adopted by the meeting.)

The President called for the report of the Committee on Reception and Membership, which was presented by Mr. G. Frank Beer, who moved its adoption, seconded by Mr. J. P. Murray.

During the past year the situation has been rendered still more difficult by reason of the depression from which all lines of business have suffered. On every hand the order has gone forth to cut down expenses, and scores of small to moderate-sized houses, who, when canvassed, were ready to admit the Association's usefulness, withheld their applications on the ground that the conditions of their business would not justify them in making the expenditure. Among members themselves the same tendency has been steadily in evidence. Some of the larger firms, with double representation, have economized to the extent of cancelling the extra membership, while numbers of small ones have regretfully been compelled to ask us to drop their names until such time, at least, as business improved. Wherever resignations have been received from parties who could not qualify under the amended regulations, your Committee have deemed it advisable to accept same without question. Likewise, in cases of insolvency, of which, unfortunately, there have been all too many, it has been felt that no object was to be gained by postponing action. In all other instances, however, a determined effort has been made to have the membership retained, and only when it seemed hopeless to urge the matter further has the resignation been accepted.

After these explanations, your Committee consider no apology necessary for reporting that, during the year, 199 names had to be struck off the roll. On the other hand, it is with no little gratification they are able to report that the names of 222 legitimate manufacturers have been added, leaving a net gain for the year of 23.

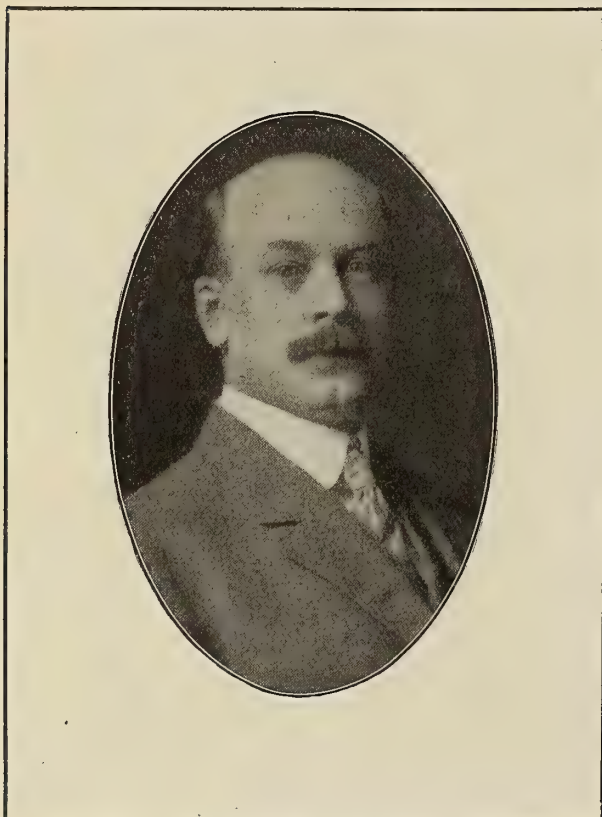
An analysis of the resignations shows that 19 of those retiring would have been ineligible for membership under the present by-laws. Second representatives dropping out account for 25 more; 11 were due to amalgamations, while no less than 55 were caused by insolvency or firms going permanently out of business. When, in addition to this, it

is pointed out that, of those resigning, only 11 were paying fees in excess of \$10 per year, as against 26 new members paying on the higher basis, it will be seen that there is ample justification for the statement that the membership to-day is numerically larger, financially stronger and individually cleaner than ever before.

Its distribution by Provinces and Branches on July 31st was as follows:

By Provinces.

	\$10	\$15	\$25	Total.
Ontario	928	159	211	1,308
Quebec	388	53	125	556
Nova Scotia.....	70	5	13	88



MR. G. FRANK BEER

(Eclipse Whitewear Co.)

Chairman Reception and Membership Committee, 1907-8

British Columbia.....	50	3	16	69
New Brunswick.....	33	5	10	48
Manitoba	89	4	7	100
Alberta and Saskatchewan..	8	...	4	12
Prince Edward Island.....	3	...	...	3
	1,569	229	386	2,184

By Branches.

	\$10	\$15	\$25	Total.
Toronto	410	59	90	559
Montreal	289	40	93	422
Quebec	52	3	12	67
Nova Scotia	70	5	13	88
Manitoba	89	4	7	100
British Columbia.....	50	3	16	69
General	609	115	155	879
	1,569	229	386	2,184

Aids in Membership Work.

From a general survey of the year's work, it is quite noticeable that comparatively few are influenced by correspondence or by literature to join the Association. There was a time when the campaign was largely carried on in this way, but the ranks of the susceptible ones seem to have been thinned out. It was the intention of your Committee earlier in the year to issue a booklet, setting forth the advantages of membership in new and striking form, but subsequently it was thought well to wait until evidence had been furnished as to the practical utility of the Tariff Department in order that this feature might be given due prominence. The prospect of personal service is a powerful factor in inducing many to join, and in so far as it could elucidate the nature and emphasize the value of services to be rendered, the booklet would serve a useful purpose.

Some of the gains are always attributable to the loyal co-operation of our members, and to those who have helped in this direction during the past year your Committee desire to extend their warmest thanks. Nothing carries so much weight with the prospective applicant as the testimony of one who has benefited by the Association's activity. Nor is there any duty more incumbent upon one who has so benefited than to advertise the fact in quarters where it may be expected to do good. An organization that is worth belonging to is surely worth working for, and if members could only be made to realize that upon them, as much as upon the Committee, rests the responsibility for maintaining the growth of the Association, the results would undoubtedly be much more satisfactory.

As it is, our most effective assistance has come from personal solicitation by members of the staff. The heads of departments, as well as the Branch Secretaries, are all deserving of credit, but special praise should be given to the Assistant Secretary, Mr. H. D. Scully, who has shown himself to be possessed of exceptional ability for the work. The success which has attended his efforts, both in canvassing for new members and in meeting the objections of old ones whose ardor had begun to cool, convinces your Committee that the Association would be more than repaid for the outlay if it added to its staff a permanent Traveling Secretary, and it is hoped that this question, so often raised in the past, will be given serious consideration in the near future.

Council Meetings.

The experiment, first tried in January, 1907, of holding an occasional executive meeting at some point other than Toronto, has this year been continued on a more extensive scale. In December, the Council met at Ottawa, the following month at Hamilton, and in March at Montreal. All these meetings were most successful as regards attendance, in addition to which they furnished the occasion for local manufacturers to entertain their visitors in a manner that never failed to prove enjoyable. It was expected that the June meeting would be held at Guelph, but owing to a change of plan on the part of the Ontario Agricultural College authorities, at whose invitation the Council were going, the visit had to be postponed until the fall.

Some criticism has been raised against this practice of visiting about, on the ground that it is being overdone. It must be admitted in its favor that it quickens local interest in the Association's work, and enables members to attend meetings, who, otherwise, would have no opportunity to do so. As against this, it is claimed that it always gives rise to more or less confusion, and that it interferes with the continuity of the Association's policy, the latter because of the fact that the personnel of two consecutive meetings may be entirely different. Your Committee have no recommendations to offer on this subject, but, for the guidance

of their successors, they think it well that the Annual Meeting should express itself.

Other important Association functions held during the year were a Branch dinner at Quebec in honor of Mr. G. A. Vandry, on October 15th; a Branch dinner at Winnipeg on March 19th, and a complimentary banquet tendered the President by Mr. Charles McDonald, Vice-President for New Brunswick, at St. John, on May 8th. The principal entertaining was that done in honor of the Cotton Spinners and the National Founders' Association on the occasion of their respective visits to Toronto, for both of which the Association is under obligations to the Toronto Branch.

Presentations.

Carrying out the instructions received at the last Annual Meeting, your Committee made early arrangements for presenting the retiring President, Mr. H. Cockshutt, with a souvenir of his term of office. The Hamilton banquet was selected as the happy occasion for making the presentation, which consisted of an oil painting of a Canadian scene by a Canadian artist.

To commemorate the formal opening of the Royal Alexandra Hotel, Winnipeg, by the Convention Reception in September, 1906, as well as the opening of the Commercial Club, Hamilton, by the C.M.A. Convention excursionists a year later, bronze tablets were donated.

Branch Extension.

A request received from the Quebec Branch for permission to extend its boundaries so as to include all members east of a line drawn northwest and southeast from Three Rivers, was duly approved. By this change some 28 members were taken into the Branch, and thus brought more closely in touch with local activities.

Insignia for Members' Letterheads.

A question which your Committee have discussed on several occasions is whether or not it would be advisable to urge upon members the adoption of some insignia for their letterheads, which would indicate to the party receiving same that the sender was a member of the Canadian Manufacturers' Association. There is much to be said both in favor of and against the suggestion. If generally adopted, it should prove mutually advantageous as an advertisement, at the same time tending to encourage among members the purchase of goods made by their fellow-members. It might not, however, prove popular, and difficulty might be experienced in compelling anyone who resigned from the Association to cease forthwith using the device. Further, it has been urged that, in adopting same, the Association would be following the example of organized labor and its union label. If the meeting has any instructions to give in regard thereto, the Committee will be pleased to receive them.

Convention Arrangements.

By no means least of your Committee's duties has been to superintend the arrangements for the Convention now in session, though much of the responsibility has been lifted from their shoulders by the local committee of the Montreal Branch, who have spared neither time nor expense to provide for the comfort and entertainment of the visitors, and to make the meeting a success. It is hoped that the arrangements will be found generally satisfactory.

All of which is respectfully submitted.

G. Frank Beer,
Chairman.

G. M. Murray,
Secretary.

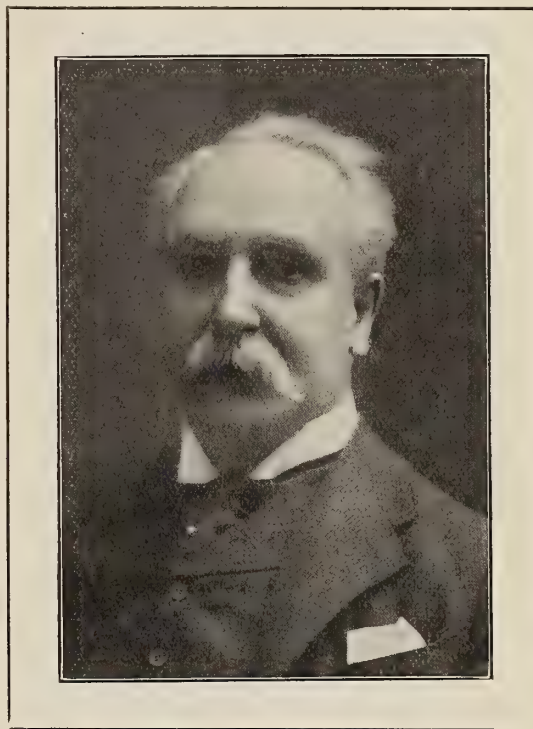
The President: The report is now open for discussion.

Mr. Roden: The report meets with our hearty approval.

Mr. Beer: There are two points. Do you wish us to take any action with reference to the insignia for members' letter heads; and in reference to the Council meetings? Some criticism has been made as to our holding meetings away from Toronto, and if you have any instructions to give we would like to have an expression of opinion as to whether as many meetings as were held last year away from Toronto should be continued this year.

The Place of Council Meetings.

Mr. Roden: That is one of the difficulties of taking reports as read. Of course, we have to recognize that this is a synopsis of the year's work of the Committee, and it is only in justice to that Committee that we give some con-



ALD. G. W. SADLER

(Sadler & Haworth)

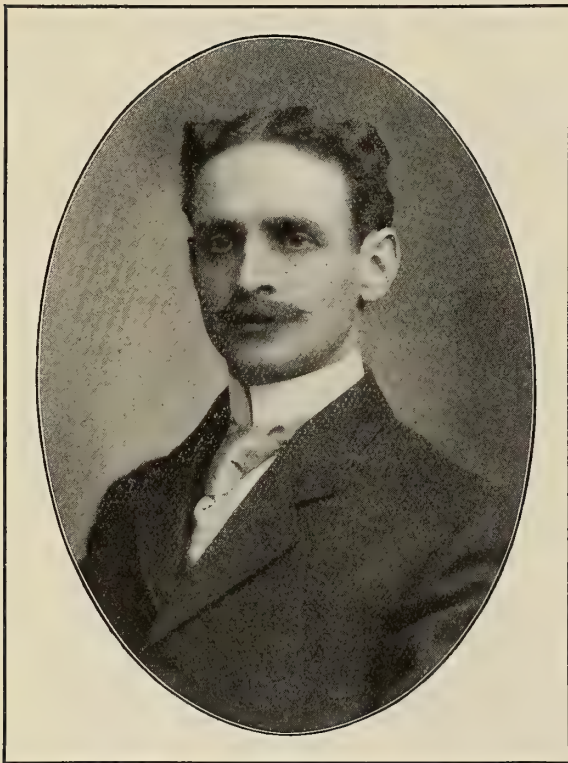
Chairman, Montreal Branch, 1908-9

sideration to the suggestions they make. One question raised is as to having meetings outside of our own city, which is an important one, and I sincerely hope that that Committee will continue along the same lines for the future. That is the only question I wish to speak to. I was the first Chairman of the Membership Committee, and I found that our Association benefited extremely from having little banquets and dinners and bringing different members together, and at a later date the matter of having a dinner outside was brought into force, and was also found very beneficial, and encouraged the members in the small towns to meet together and recognize the value of the work of the Association, and they also gained information with regard to the administration of the affairs of the Association. I would strongly advocate a continuance of that plan.

Mr. L. Simpson: Mr. President, it has been felt by the members of the Montreal Executive that it would only be right that meetings should be held not always in Toronto, but in other centres. It is a very great strain upon the

Montreal section to have to attend a meeting of the Committee in Toronto every month, and it has been felt it would only be right that some of the meetings of the Executive and some of the meetings of the Committee should be held in Montreal, so as to give the Montreal members a chance of being in better touch with what is going on. We are quite aware that the members of the Association in Toronto are entirely competent to handle the affairs of the Association, but still if we are to be an Association bound all together, it is necessary in our opinion that the different centres should from time to time have these meetings, and the members in those sections should know more fully what is going on than they have in the past.

Mr. Burton: I think the suggestion is very good, that we should follow what has been done; and that question



MR. GEO. A. BAKER

(Flett, Lowndes & Co., Ltd.)

Chairman Reception and Membership Committee, 1908-9

with regard to the insignia is a good thing, and I think if it is left to the Membership Committee they will devise something good.

Mr. Thorn: I understood the Chairman's question to be as to whether or not the meetings of the Executive Council should be held outside of Toronto. It is my impression that the meetings of the Council should be confined to two centres, Montreal and Toronto, and I think they should be held month about in each place.

The President: It is for you to decide whether you want to continue as we have done before or meet for instance in Brantford or Hamilton, or some other place. If no suggestions are made the report will be adopted as it has been read.

Mr. Thorn: I would move that hereafter the meetings of the Executive Council be held one month in Toronto and the next month in Montreal during the coming year.

Mr. Brittain: I second the motion.

Mr. Saunders: I rise to take exception to that. There

are a great many members who would like to attend the Executive meetings when they are on that Committee, and they would not be able to get to Montreal, and it is important that the meetings should be well attended. The meetings held thus far this year were very well attended, and I think it very important to have that attendance as large as possible. I think if the suggestion of Mr. Thorn were adopted it would detract from the attendance very much, particularly of the western members.

While I am on my feet I will say that I think there would be no importance in having the insignia of the Association on the letter heads of the members; I think there is too much labor about it; it would make too much similarity. I think we had better avoid that suggestion.

Mr. Simpson: I would suggest two meetings out of three be held in Toronto and one in Montreal. In Montreal we are not at all hoggish, and I think if we divided the meetings according to the number of members in each district that would be fair, and I think the Montreal section would be willing to accept that.

Mr. J. P. Murray: Mr. President, I think the suggestion of trotting the Executive Council around the country is not on the right line; I think it is a mistake to take that matter out of the hands of the Executive themselves, and I hope that the resolution that has been moved and seconded that is before you will be voted down. I suggest that this matter of where the Executive Council meeting is to be held through the year be left to the discretion of the Executive Council itself.

Mr. Firstbrook: I have pleasure in seconding Mr. Murray's suggestion.

Mr. Thorn: I would agree to adopt the suggestion by Mr. Simpson, of the Montreal Cotton Company, that two meetings out of three of the Executive Council should be held in Toronto. We have a very large membership in the east, and in the Province of Quebec they certainly are not getting the opportunity of attending the Executive Council meetings that they are entitled to, and I think it is important that the meetings of the various committees should be held in Toronto, because that is where the head office is and where the work is carried on; and there is a vast amount of work, a great deal more carried on, I imagine, than most of the members are really aware of. I think it is important as a general thing that the meetings of the various committees should be held in Toronto, but I do not think it is so important that every meeting of the Executive Council should be held there. In fact, I think, as I say, there should be two meetings held in Toronto for one held in Montreal by the Executive Council. I think that ought to be tried for the coming year; it certainly cannot do any harm, and might do a great deal of good, and would give the eastern members a greater opportunity than they have had in the past of attending the Executive meetings. It is not fair to ask them to be always running up to Toronto. Why not some of us in the west go to Montreal?

Mr. Simpson: I would like to point out to our friends from Toronto the difficult position we manufacturers in Montreal are placed in. We have to go to Quebec in order to do any work with the Quebec Legislature, whereas our friends in Toronto have the Legislature at their doors, and it makes the burden of attending to the business of the Association fall very heavily upon a few of us. It is on that ground that I would urge that we should have a chance to attend the meetings of the Executive without having to do so much travelling.

Mr. Firstbrook: I am sure Mr. Murray has no thought

that all the meetings will be held in Toronto during the coming year, but if the Executive Council would arrange this from time to time for the convenience of the members or the work of the Association, I think it would be much better than to have a set rule. I am sure the members in Toronto will agree that a proper proportion of meetings should be held in Montreal, and perhaps in Ottawa if it is necessary.

Mr. R. Hobson: Mr. President, I think it would be a mistake to tie the hands of the Executive in a matter of this kind, as to where they should hold the meetings. Some of the meetings we have held in other places, such as Ottawa, Hamilton and Brantford, have all been a great success, and it has thrown new life into the membership in those cities, and it is a question that it would be very safe to leave with the Executive Committee. I believe Montreal will receive its full share of the meetings.

The President: I would be very sorry for the future President if there was a change. I believe the Executive Committee, if the matter was left in their hands, would accept the suggestion. As has been suggested, it is a very good thing once in a while to go from one part of the country to the other. It would not be proper to have two meetings following one another out of Toronto; we should have two meetings in Toronto and one in Montreal, and then another in Brantford or Hamilton, as you say. What would be your suggestion? I am willing to put your motion if you desire it, or put the motion to adopt the report.

Mr. Thorn: I would be willing to withdraw the motion and leave it to the Executive Council. I think they understand the ideas of the meeting and that will answer the purpose.

The Importance of Small Manufacturers.

Mr. Meadows: There are one or two points I wish to call attention to in the report—one is the third clause, with regard to the fees of the Association. The suggestion was made a little while ago that the fees be raised to a minimum of \$15. Now, I think it would be a pity if the impression were to go abroad from this Association that we wish to in any way undervalue the large number of small industries in this country which find \$10 quite a sufficient fee to pay for membership in this Association. I think perhaps we convey the wrong impression to the public even through the columns of "Industrial Canada"—much as I appreciate that paper, and it is a magnificent paper—if we give the idea to the public generally that it is only the large, colossal institutions we wish to advertise through the country. We must not forget that many of these large institutions sprang from very small beginnings. Some of us who have passed the fifty year mark can remember when many of these large affairs were very small indeed, and if we fail to recognize the power and influence of the smaller manufacturers we fail to a large extent in giving the right impression to the public at large. I do hope the Association will not advance its minimum fee beyond \$10 this year.

The next point is this, as to the clause referring to membership, "An organization that is worth belonging to is surely worth working for, and if members could only be made to realize that upon them, as much as upon the Committee, rests the responsibility for maintaining the growth of the Association, the results would undoubtedly be much more satisfactory." Now, there is an impression abroad—we have met with it individually—that scarcely anyone but members of the committees are expected to work for the interests of the Association. Then there is a large number

of manufacturers, small and large in proportion, who are quite willing to benefit by the results of the Association, who seem to be very indifferent about taking any part or share in the expense of it. It seems to me that if we can in any way emphasize this thing and make it personal we shall be contributing to no small extent to the general benefit of the Association. One more point. I think it would be a very great mistake if this Association were to adopt this clause regarding the insignia for the members. If we lose sight of our individuality and our independence as manufacturers I think we make a very great mistake. We cannot expect to be all run in one mould, and I think it has a tendency to fossilize us. I think perhaps if we would all adopt and put upon our official paper something such as "Made in Canada" it would produce all the results required.

Mr. S. W. Ewing: I don't know whether I am quite in order or not, but in doing canvassing for the Association, which I have done occasionally, I have always been met by outsiders with, "What are you doing?" and I can only deal in generalities, because we haven't got any literature of any kind. I understood some five or six months ago it was going to be prepared, but up to date none has come forward. In Montreal we ought to have at least 75 to 100 more members, and we have been delaying day after day and week after week going after these men vigorously, simply expecting we might have something to lay before outside manufacturers whom we want to get in. I know of one instance where we did some good for the manufacturers in connection with water pressure in the suburbs. We got one or two members out of that because we were able to tell the members absolutely what we had done for them. I would like to have some information as to when we will have some of the literature that will help us in canvassing for new members for the Association.

Mr. J. B. MacLean: Let me suggest with regard to that insignia. I quite agree it would not be advisable for us to adopt a badge, but in order to advertise the Association, that is, to make it known to many of the smaller manufacturers who are not now in it or know little about it, or are not interested in it, why not put on our letter heads, "Member Canadian Manufacturers' Association," in small type, at the top? I would suggest that as a matter for the consideration of the Committee. I would not like to make it as an instruction unless it is generally approved of.

Mr. Harris: Mr. Chairman, in speaking to what Mr. Ewing has said, wouldn't the monthly reports of our Executive Council be good literature to show prospective members? They usually report everything we have done, and report it very accurately.

Mr. Simpson: I would suggest that we might have one leaf in our official publication giving the different reasons why manufacturers should join our Association, and then if the current issue were to be presented to these firms whom we are trying to induce to become members, they would be able to see a copy of our official paper and the reasons why they should join.

The President: I understand that some time ago a suggestion was made that a little pamphlet or catechism be printed and distributed to the manufacturers whom we would like to have in our Association. I believe this question might be left to "Industrial Canada" Committee; they understand what the sentiment of the members is, and they will carry out the work accordingly.

The President put the motion to adopt the report, which, on a vote having been taken, was declared carried.

The President: The next order on the programme is the President's address.

PRESIDENT'S ADDRESS

A comprehensive and illuminating statement of the industrial progress and problems of Canada

ON behalf of the organization to which we are all so proud to belong it is my honored privilege this morning to welcome you to our Thirty-seventh Annual Convention. As your President I extend my official greetings to each and every one, while in my humbler capacity as a citizen of Montreal it affords me pleasure to assure you that your fellow-members in this city are proud to have you as their guests.

For an organization that aims to be national, both in its scope and in its aspirations, it is peculiarly fitting that we should meet this year, the year of Canada's Tercentenary, in the good old Province of Quebec, round whose fair name are clustered so many of those traditions which to-day we hallow as marking the beginnings of Canadian history. Hither only two short months ago we came as citizens of a common country to do honor to that intrepid explorer who first unfurled the banner of civilization upon the inhospitable shores of New France; hither to-day we come as soldiers of a common cause, to consecrate ourselves anew at the very cradle of our nationhood to the building up of our great Dominion. The magnificent pageants of the Tercentenary Celebrations, if they have done nothing else, have at least taught Canadians of every race and of every creed to realize, as perhaps they never realized before, that at length they are a nation in the fullest and truest sense of the word; that through the shadow of the intervening years they can look back to the bitter conflicts of a day that is past, and rejoice in the knowledge that with the blood of their forefathers has been sealed a bond which ensures their lasting peace and happiness. They have also learned to realize from the visit of His Royal Highness the Prince of Wales, that loyalty to the Crown and imperial sentiment are no vague, meaningless notions, so far as Canada is concerned, but vital and telling forces, ever working towards the unification of the races and the consolidation of the Empire.

The Past Year.

The year through which we have just passed has happily been a year of peace. Neither wars nor rumors of wars have arisen to mar the even tenor of our way, or to disturb the reign of an enlightened civilization. Our Gracious Sovereign King Edward, whose loyal subjects we are proud to proclaim ourselves, has been spared by a kindly Providence to continue in the exercise of those beneficent influences which make for world-wide happiness and prosperity.

Within the Empire itself there has been a noticeable strengthening of the ties of sympathy by which the scattered colonies and the Mother Country are bound together. The enthusiasm evoked by the exchange of courtesies at Quebec, the pronounced favor with which the All Red Route proposals have been received, the adoption of a preferential tariff by Australia, and the undoubted though perhaps unconscious growth of imperialistic sentiment in Britain itself, all point with significance to the coming of a time when the various parts of our Empire shall have ceased to

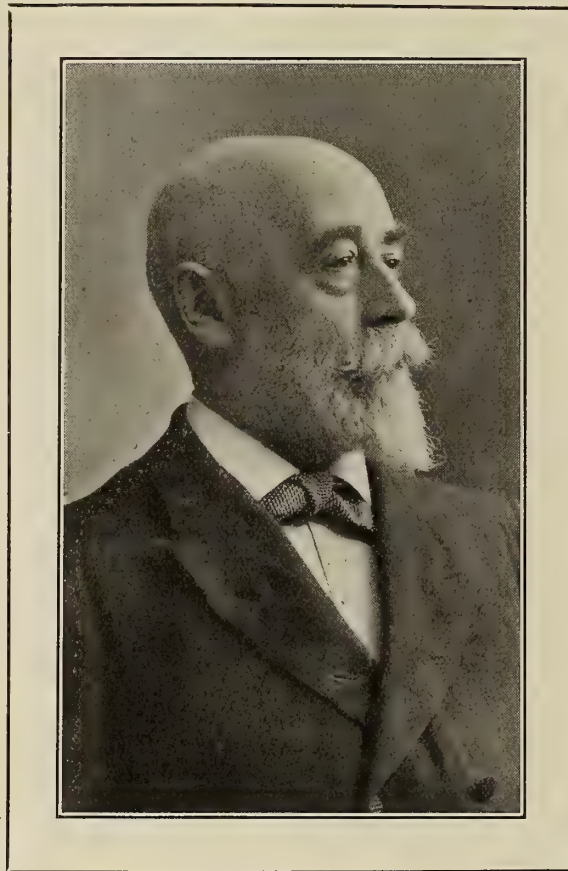
live by and for themselves alone, but in the higher relation of integral parts in what bids fair to be the grandest organization the mind of man has ever conceived.

But while in one sense the world has been blessed with peace, the war of commerce has continued to rage with an intensiveness heretofore unknown. Moved by the spirit of conquest the great nations have marshalled their industrial armies and engaged in a competitive contest for mastery over the forces of nature and the resources of Mother Earth. They seem to be realizing more fully every year that their strength consists not alone in the extent of territory to which they can lay claim, the population they possess, the wealth of their institutions and the power of their armaments, but to an ever larger degree in the industry which keeps their people busily employed and surrounded with home comforts, and in the commerce which spreads its wings beyond their confines, carrying the products of their soil, their mines and their workshops to the four corners of the globe.

The Trade Depression.

This contest has been marked throughout by wonderful progress in the arts and sciences and by the keenest kind of competition. The situation as regards the latter point has been accentuated by the fact that the whole world has passed through a critical period of trade, consequent upon a short crop and the resulting stringency of money.

Canada, of course, has been no exception to the rule, for all classes and all trades have suffered more or less from the prevailing depression. Possibly its effects have not been felt quite so keenly here as in other countries, for it is only reasonable to suppose that the rapid settling of the North-Western Provinces and the construction of some two or three thousand miles of railway have relieved the situation. Upon the farmer the burden seems to have rested with comparative lightness. His produce being a necessity of life commanded a ready sale, and while he had less of it than usual,



HON. J. D. ROLLAND,

(The Rolland Paper Co.)

President Canadian Manufacturers' Association, 1907-8

its very scarcity enabled him to secure a higher price. The manufacturer and his employee, on the other hand, seem to have felt the pinch very keenly, first, because of the general tendency among the wholesalers and retailers to reduce their stocks in an effort to carry only what they could pay for promptly, and secondly, because of the sudden and relentless competition met with from the specialized industries of other countries, who found themselves compelled by the contraction of their regular markets to offer special inducements to Canadian buyers. With comparatively little export trade of his own to fall back on, the Canadian manufacturer was thus taken as it were on both sides, with results that proved most unfortunate not only for himself, but also for the workman dependent upon him.

Appearances would seem to indicate, however, that the turning point has now been reached. The assurances of an abundant harvest have already re-established confidence to a marked degree, while in the belief that prices have reached their lowest level, buyers are beginning to contract for materials twelve to eighteen months in advance. The steady effect of this movement cannot but prove helpful in restoring business to its normal level. It must not be forgotten, however, that it always takes longer to build up confidence than to destroy it, so notwithstanding the favorable outlook it is still probable that the return to prosperity will be slow.

Lessons From Depression.

Regrettable as the depression has undoubtedly been, it has taught the people of Canada some valuable lessons, to which they can ill afford to close their eyes.

The manufacturer has been impressed as never before with the fact that his very existence depends upon the thorough organization of all his departments. Competition is a splendid specific for many of the complaints which business is heir to; frequently it has led to the discovery of leakages which might otherwise have gone on undetected for years. Its keenness during the past twelve months has compelled most manufacturers to investigate closely their cost of production, to see if some wasteful extravagance could not be checked or some saving effected in the use of more modern machinery. The consequent betterment of manufacturing processes from this one cause alone may well have made the lesson worth while.

To the Canadian artisan it has shown conclusively that the most valuable market he can have for his labor is the home market. It has led him to appreciate how closely his own interests are wrapped up with those of the manufacturer, and to realize that according as the manufacturer prospers he himself will prosper.

To the Government of Canada it has given striking proof of the soundness of the policy persistently advocated by this Association. It has shown them clearly our country's need for a strong national tariff, properly administered. For years we have pointed out to them that the progress of Canadian manufacturing enterprises was to be attributed to the abnormal prosperity enjoyed by the world at large, to the partial protection afforded by the existing tariff, to the growing excellence of "Made in Canada" goods, but especially to comparative freedom from the ruinous competition of those highly specialized and highly capitalized industries of the United States that were too busily engaged with their own home markets to pay much attention to Canada. Year after year we predicted that the moment these aggregations of capital began to suffer from a contraction of their accustomed markets, they would sweep over Canada in a devastating wave of competition that could not but prove ruinous to the smaller establishments unable to stand up against them. Our experience as Canadians during the past year has amply justified the Association's attitude. We are free to

admit that the losses the depression has inflicted upon us have been less severe than in some other countries. That we have survived it as well as we have is to be attributed without doubt to the moderate measure of protection afforded us by our tariff wall. The very fact, however, that this protecting wall has given us some shelter against the tide which came sweeping in our direction should only encourage our Government to strengthen it against the day when the storm will again overtake us, to build it up still higher and to stop up the chinks through which by devious channels foreign goods which cannot scale the barrier are able to enter our market.

The Woollen Industry.

It is not my intention in this brief address to dwell at any great length upon the tariff, but I feel sure that I owe it to a large number of our members to call attention to the deplorable condition to which one industry has been reduced by the insufficiency of the protection accorded it. I refer, of course, to the Woollen Industry.

Prior to the indiscriminate preference of 25 per cent. and afterwards of 33 1-3 per cent. being granted under the British Preferential Tariff, the woollen industry was fairly prosperous. Since then, notwithstanding an increase of nearly 2,000,000 in our population, it has been steadily declining. According to a return made by the Government to Parliament on the 30th of April last the value of woollen manufactures imported in 1897 was \$7,094,909, and in 1908, \$21,213,234, an increase for the eleven years of 199 per cent., while the industrial census of 1906 shows the following facts pertaining to woollen goods produced in Canada in 1900 and 1905.

NOTE.—"The term 'woollen goods' in the census does not include carpets, clothing, mats and rugs, hosiery, knitted goods, yarns or wool pulling."

	No. of establishments, 5 hands and over.	Capital.	No. of employees.	Value of Products.
1900	157	\$10,486,198	6,795	\$7,359,541
1905	103	6,808,233	4,587	5,717,735
Decrease	54	\$3,677,965	2,208	\$1,641,806

It also shows between 1900 and 1905 a decrease in woollen yarn mills from 6 to 3, mats and rug mills from 6 to 3 and carpet factories from 10 to 5.

According to information which has been supplied me the cost of labor entering into the manufacture of woollens in Canada exceeds the cost of labor entering into the manufacture of woollens in Great Britain by more than the whole amount of the protection afforded by the tariff. In addition to this, textile machinery imported into Canada, owing to freight and duty, costs an additional 30 per cent.; reliable statistics show that in Great Britain the cost of building is 40 per cent. less than in Canada; coal can be procured there at less than half what it costs in this country, while interest charges, selling and other miscellaneous expenses here are all very much in excess of similar expenses in the Motherland.

From the above it will be apparent that unless a helping hand is stretched forth from some quarter to stay it in its downward career, the Canadian woollen industry, which ought to be indigenous to the country, is doomed to speedy extinction. The question for the Canadian people to decide at once, is whether or not the industry is worth preserving. If it is not, let them immediately close up its doors and bid its 4,500 workmen and workwomen seek out other employment; if it is, then let them give it fair treatment, to the end that the farmer may receive a reasonable price for his wool, the workman a decent living wage for his labor, and

the manufacturer at least ordinary interest on his investment.

Trade Figures.

Turning to the figures of Canada's foreign trade, we naturally find in them a reflection of the depressed conditions to which I have already referred. As a nation our purchasing power for the moment has been greatly restricted. To what extent domestic trade has fallen off in consequence, it is, of course, impossible to say, but imports of foreign merchandise have dropped during the twelve months ending June from \$345,271,090 in 1907 to \$323,169,125 in 1908. Had it not been for the temptingly low prices the foreigner was compelled to offer, the difference would undoubtedly have been much more marked, but even as it was, an increase the previous year of \$62,007,285 was converted into a decrease of \$22,101,965. The difference on the year's business with the Empire was very small, almost all the shortage being accounted for in reduced purchases from the United States.

Our exports of merchandise, on the other hand, show a gratifying increase from \$240,795,048 in 1907 to \$260,276,665 in 1908. Prior to the depression Canadian producers were kept so busily engaged supplying domestic requirements that they seem to have neglected the foreign field, with the result that exports for 1907 fell away \$5,862,754. This year, however, with restricted markets at home, they have been compelled to look around, and the substantial gain of twenty millions testifies to the success of their efforts.

Nearly every department of Canadian industry has shared in the increase, the products of the mine to the extent of \$4,181,063, fisheries \$1,530,334, forest \$1,607,376, agriculture \$17,186,712, and manufactures \$3,156,117. Animal products alone show a falling off, due largely to a shortage in the supply of butter and cheese.

The classification of exports by countries shows that the Empire continues to be our best consumer. Last year we sold the Mother Country in round figures \$133,000,000 and \$14,000,000 to our sister colonies, a total of \$147,000,000, being an increase over 1907 of \$9,000,000. To the United States, on the other hand, we sold only \$106,000,000, a gain for the year of barely \$1,500,000.

The Labor Situation.

One of the most conspicuous, and at the same time one of the most regrettable, features of the industrial situation

has been the number of workingmen out of employment. Little more than a year ago manufacturers in all lines were complaining of the scarcity of skilled help, stating that valuable business was being lost to the country for no other reason than that it was impossible to secure enough men to turn out the orders. In this I believe they were perfectly sincere and correct, yet it only required a few short months to alter the whole complexion of affairs. With awful suddenness the wheels of industry began to slow down upon the news of a short crop. Orders were cancelled on every hand and production had to be curtailed. The banks, moved by a commendable spirit of precaution, adopted a policy of retrenchment, so that with comparatively little warning the manufacturer found himself without funds to continue business except on the smallest scale.

It was inevitable under these circumstances that the workingman should suffer, and large numbers found themselves without employment of any kind by the time winter set in. The unfortunate prevalence of strikes immediately preceding the depression had induced a large immigration of mechanics, which only served to swell the army of the unemployed. The active resumption of railroad operations in the spring, followed by the harvesting of a record crop in the West, has recently afforded some temporary relief, but it seems more than likely that we will shortly witness a repetition of the unfortunate condition of affairs which prevailed in our larger centres of population last winter. Mining operations have happily been active, but lumbering will be dull, and there has as yet been no indication of a desire on the part of manufacturers to anticipate orders. When in

addition to this we remember that the close of navigation and the cessation of outdoor work are always accompanied by more or less suffering in a country with the climate of Canada, it seems safe to predict that the coming winter will be a hard one for the workingman, and I can only hope that manufacturers generally will show their sympathy by taking the lead in devising ways and means to afford relief.

Immigration.

The steady immigration of settlers and legitimate farm laborers has, of course, in no way contributed to the difficulty of the situation; on the contrary, it has proved a valuable aid in furnishing employment to tradesmen, clerks, artisans, trainmen and others engaged in ministering to the wants of a growing population. It is a pleasure to observe



MR. JOHN HENDRY
Vice-President Canadian Manufacturers' Association, 1908-9

that during the last fiscal year 41,866 immigrants of this character passed through our ocean ports, besides 63,172 general laborers, most of whom were absorbed in railroad construction work. Out of the 58,312 people who came to us from the United States last year, 43 per cent. made homestead entries in the Western Provinces, bringing with them in cash and settlers' effects more than \$52,000,000. The total number of homesteads entered during the eighteen months ending December 31st last was 47,329, representing a direct increase to the population of Manitoba, Alberta and Saskatchewan of 118,322.

I am sure we will all agree that the efforts of the Government in this direction are to be commended, and that they should be urged to continue pursuing a vigorous policy to promote settlement on the fertile prairies of our Great West.

Transportation.

But the work of settlement can only progress according as avenues of communication are opened up and improved. This brings me to the subject of transportation, a subject of such magnitude that I cannot hope to do more than touch upon one or two of its many aspects.

In a country like Canada, whose inhabitants or, at any rate, whose inhabited portion consists of a strip of land three or four hundred miles wide stretching away across the continent, it is of the first importance that we should try to keep our great highways of commerce running in an easterly and westerly direction. We should aim as far as possible to be self-contained, to rely upon our neighboring provinces rather than upon the foreigner for those things which we do not and cannot produce ourselves. In other words, we should endeavor by every legitimate means to stimulate interprovincial trade, for the moment we lose that community of interest which comes from mutual buying and selling we lose one of the most powerful influences which work towards our unification as a nation.

This is, of course, no new principle that I am enunciating. Ever since the first rail was laid in Canada we have been guided by it, unconsciously perhaps at first, but later with meaning and intent. To establish it more firmly we have undertaken as a nation the construction of two east and west lines, the Intercolonial and the National Transcontinental; while to the Canadian Pacific, the Canadian Northern, the Grand Trunk and a score of others we have given substantial recognition in cash subsidies and land grants. Perhaps no better evidence of the importance we attach to this great question could be had than the fact that the railways of Canada have received in cash subsidies from the Dominion and Provincial Governments and from municipalities the enormous sum of \$181,000,000, besides land grants aggregating 52,000,000 acres. At the very low estimate that the land has not been worth on the average more than \$1.00 per acre, it brings our total contribution up to \$233,000,000, or almost one-fifth of the combined share capital and funded debt of all the railways in Canada put together. With such an investment at stake it is no wonder that we as Canadians take the very deepest interest in the progress of our railways, and watch with jealous eyes to see that we ourselves, not the Americans, are the ones to profit by the handling of the traffic which Canadian farms, Canadian mines, Canadian forests and Canadian factories are able to give them.

But what is the situation confronting us to-day? Our North-Western Provinces are rapidly being covered with a perfect network of railways, leading down to the border. The people who have built them are not such philanthropists that they are willing to assist in the movement of our crops and get nothing for their trouble. Their idea is not to turn over such business as they may be able to pick up to Canadian lines, to be hauled to the markets of the world through

Canadian channels. They see rather in the productivity of our western grain fields a rich storehouse that may be tapped to supply grist to the mill of the great American railroads, and unless we bestir ourselves we may find only when it is too late that the control of the situation has slipped from our grasp. On June 30th, 1907, there were, according to official returns, 1,173 miles of American-owned and American-connected railways in Canada, all engaged more or less in diverting trade to the south of the line. Already a large percentage of the grain grown in the North-western States finds an outlet through Galveston and other ports on the Gulf of Mexico. It is a well-known fact that as soon as traffic gets away two or three hundred miles from the international boundary it is practically down hill all the way to the Gulf. During certain seasons still cheaper transportation for grain can be had by the great Mississippi waterway, in the improvement of which the United States Government are said to be spending twenty-five millions annually. They have also voted an appropriation of 101 million dollars to deepen and enlarge the Erie Canal from Buffalo to New York—a work which, when completed, will enable American lines to quote a rate of 3 1-2 cents per



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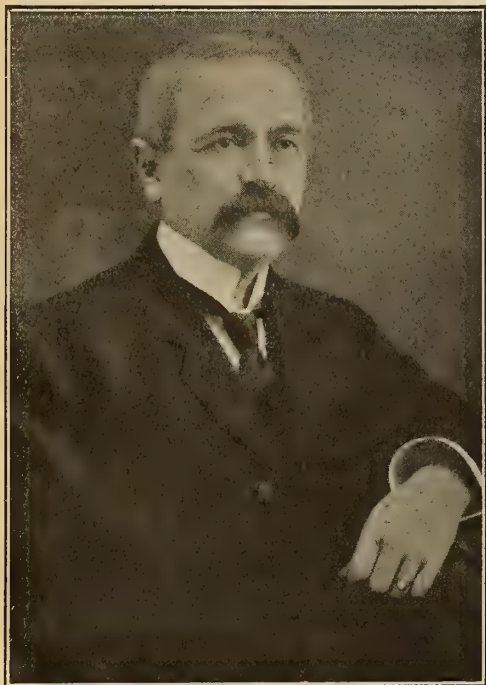
bushel on grain from the head of the Lakes to New York exclusive of terminal charges.

Meanwhile the average rate on grain from the producing centres of the North-West to Fort William is 10 cents per bushel. From Fort William to Montreal, lake and rail, under normal conditions the rate is 5 to 6 cents. To meet the New York rate and the growing inducements of the Gulf route, there is but one course open to us—we must improve our waterways at whatever cost. By deepening the Welland Canal we could extend lake navigation for 20-foot vessels to Kingston, instead of stopping them at Port Colborne as at present. Similar improvements in the St. Lawrence Canal System would enable our western grain to reach tide-water without breaking bulk. The same result could be reached more directly and at a lower operating expense by the construction of the French-River-Ottawa Valley Canal. Either plan would carry with it the additional advantage of cheaper bulk transportation westbound, and if it were only for the sake of enabling Nova Scotia coal to reach the big consuming markets of Canada I believe the expenditure would be more than justified.

It is not my intention on this occasion to argue on behalf of one route or the other, but I do feel that as Cana-

dians we should apply ourselves at once to the solution of this vital question, to the end that we may not only retain control of our own carrying trade, but that we may supply the necessary links to a chain of communication that will one day place Canada upon the world's highway of commerce.

It is satisfactory to note that the mileage of Canadian railways shows an increase for the fiscal year 1907 of 1,099 miles. When the figures for 1908 are made up they will probably show considerably more, owing to the active manner in which the construction of the Grand Trunk Pacific, the Temiskaming and Northern Ontario, as well as branch lines of the Canadian Pacific and Canadian Northern Railways, have been pushed. Equipment has been enlarged and improved in a more than corresponding ratio. The increase in locomotives for 1907 over 1906 was 573, or nearly 20 per cent.; in freight cars 16,949, or more than 17 per cent. The total shortage of cars reported by Canadian lines on October



MR. LOUIS PAYETTE,
Mayor of Montreal

30th, 1907, was 8,091, as against 82,666 reported on the same date by American lines. The maximum surplus in Canada was reached on the 29th of April last, when 17,466 cars were reported idle; on the same date the number of idle cars in the United States was 396,139. While in one way these figures might be construed as pointing to an insufficiency of car equipment in Canada, as compared with what the American lines think it necessary to provide, it is perhaps more reasonable to infer that they point to the healthier state of trade on this side, which enabled the railways to earn upon a larger percentage of their equipment. Whether we will have reason to complain again this fall of a shortage of cars remains, of course, to be seen, but from present indications it seems likely that if any shortage is experienced it will not be so pronounced as a year ago.

Forestry.

Forest preservation and reforestation are subjects in which, as a paper-maker, I naturally take a deep and per-

sonal interest, yet their far-reaching importance to Canadians as a nation makes it quite unnecessary for me to offer any apologies for an extended reference to them on the present occasion.

Any estimate as to the amount of standing timber in the country can only be a matter of conjecture, for Canada unfortunately has never taken stock of this asset in the true sense of the word. One eminent authority places it at 300 million acres, another at more than five times that amount. According to the Dominion Superintendent of Forestry it stands at 535 million acres. At the very low computation of 2,000 feet to the acre, this would yield us 1,070 billion feet of merchantable timber, enough to keep our 7 million population supplied for the next 381 years, assuming the consumption per head per annum to be 400 feet, and leaving the yearly growth entirely out of consideration. On the surface, therefore, there would appear to be no cause for uneasiness, since in the ordinary course of events we might reasonably expect to live upon the interest from our investment, or in other words upon the annual reproduction.

But things assume a different aspect when looked at in another light. The United States Forest Service estimates the amount of standing timber in that country at from 1,400 to 2,000 billion feet, the annual growth at from 30 to 40 billion feet, and the annual consumption at 100 billion feet. Taking the situation at its best, the end of their supply, unless they draw upon outside sources, will at the present rate of consumption be reached in 33 years. Place the whole of Canada's timber lot at their disposal and it would only last them another twelve years!

Already they are beginning to look to this country for assistance in postponing the evil day, and the quantities they take from us must inevitably increase from year to year as their population grows larger and their own resources grow smaller.

Meanwhile, what of ourselves? The throngs of settlers who keep hurrying to our shores compel us to make heavier and heavier drafts upon capital account. Despite our best precautions, disastrous forest fires continue to devastate our choicest areas at a rate which might well drive a less richly endowed country into bankruptcy. Our watersheds, stripped of their forest growth, are ceasing to regulate the flow of our rivers, with the result that what were once valuable water-powers are to-day either raging floods or trickling streams. Our fertile valleys, denuded of trees, are ceasing to attract the fall of rain, so essential to the success of the husbandman.

These considerations, coupled with the fact that we must always remember we are only the trustees for posterity, so far as our forest heritage is concerned, force us to face the situation squarely, to take stock of our resources, to place a check upon wasteful extravagances and to ensure ourselves a reproduction equal to our annual consumption.

The Pulpwood Situation.

In this connection I desire to place myself most emphatically on record as an advocate of prohibiting, absolutely and totally, the export of pulpwood. Nothing can ever compensate us for the loss we are sustaining from year to year by allowing this material to leave the country in its unmanufactured state. By careful calculations it has been shown that all Canada gets on the average for a cord of pulpwood shipped to the United States, including freight charges to the boundary, is from \$6.70 to \$8.50, according as it is cut from private lands or from limits leased from the Crown. If manufactured into newspaper in Canada the same cord would net the country \$37.40. At the least calculation, therefore, we are losing \$28.90 of possible profits on every cord exported. In the fiscal year ending March 31st,

1908, we sold the United States 902,311 cords, so that our loss in that year alone reached the enormous total of \$26,076,787. When it is remembered that a very large percentage of the added value is made up in wages that would have been paid to Canadian workmen, the figures take on a significance that may well give us cause for sober reflection.

Looked at from another point of view, the capital invested in pulp and paper making in the United States in 1905 was \$277,500,000; its annual output was worth \$188,715,000 and the amount it spent in wages was \$38,000,000. Canada last year sold the mills representing this gigantic industry one-fifth of the pulpwood consumed in their operations. It is only reasonable to assume, therefore, that had the manufacture of the finished product been transferred to this country it would have meant an investment of \$55,500,000 in Canadian pulp and paper mills, an increase in our output of \$37,743,000, with an extra \$7,600,000 in the pockets of our working classes.

Every stick of pulpwood we allow to leave the country becomes a weapon in the hands of our keenest commercial rival to club us into a state of servile submission. American concerns already control 25,000 square miles of timber limits in Quebec and the Maritime Provinces. According to the Wall Street Journal, the International Paper Company in one year acquired 1,225,000 acres of new limits, mostly in Canada. To persist in our present policy is to sell our birth-right for a mess of pottage, and in the name of our common country I believe it is time we called a halt.

French-Canadian Treaty.

It is quite regrettable that the French-Canadian Treaty which had been adopted by our Government, was detained at the French Senate, on account of the Treaty of Switzerland with England. I hope, however, that, with the new measures of our Government, it will soon be adopted, and bring to our country all the benefit expected from it.

Canadian Tobacco.

The Government has wisely aided the industry by recent legislation, which will result in increasing the use of domestic leaf in the manufacture of tobacco and cigars, but the demand is limited to home consumption, while the production exceeds this local demand. In order to secure the maximum results, we must look to foreign countries for markets. The soil of Canada is capable of growing easily twenty-five million pounds annually, while the home consumption cannot absorb more than one-third, leaving a large surplus for export.

Owing, however, to the greater value of farm lands in Canada, and the greater cost of labor, our growers are handicapped in being unable to compete in foreign markets; and, further, as it is a comparatively new industry with us, while in the States the cultivation of tobacco has been in progress for generations, during which it has been brought to a high state of perfection, United States tobacco has attained the first rank.

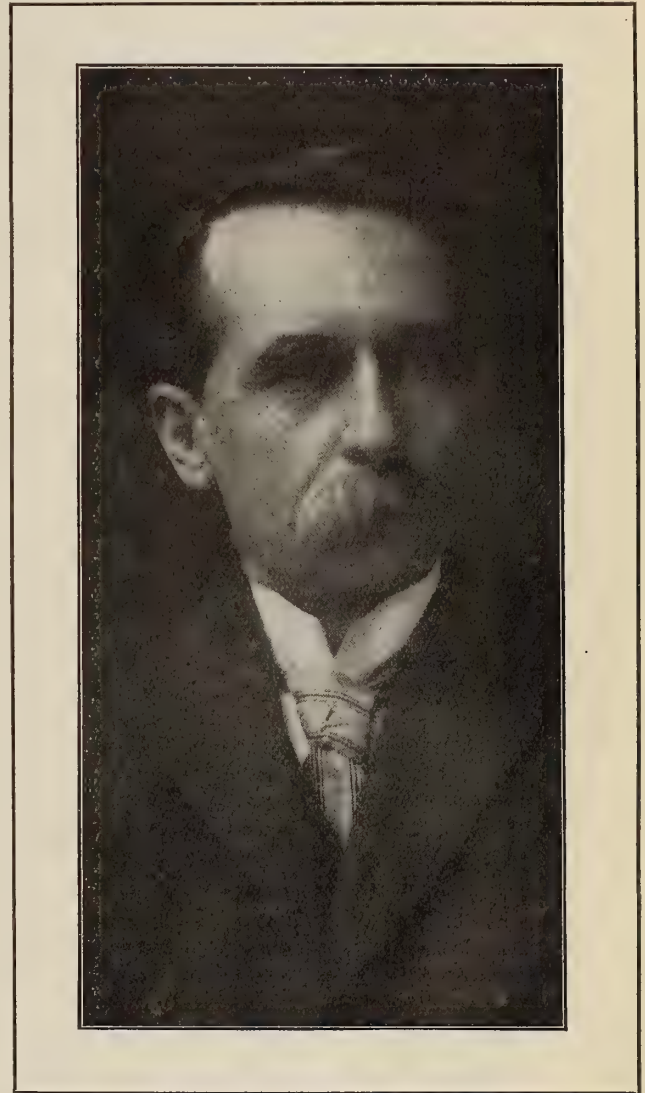
Canada is favored with soil and climatic conditions that could produce the equal of United States tobacco. Its cultivation, however, is in its infancy; and handicapped as herein mentioned it needs the assistance of the Government, in order that the industry may develop and improve.

This desired end can only be accomplished in the following manner:

1. By engaging experts from the tobacco-growing districts of the United States to instruct our farmers in modern methods of curing and packing for home consumption and for export.

2. By establishing farms, in charge of experts, in the tobacco-growing sections of Quebec and Ontario.

It is conceded that tobacco-growing gives a better return to the grower than any other kind of agriculture, netting on the average \$100 an acre, while the market is practically unlimited if an export trade be developed. There is a bright future for this industry, if the Government can be induced to take the steps herein outlined, and hundreds of thousands of dollars will flow to Canada as a result.



MR. L. H. PACKARD

(L. H. Packard Co., Ltd.)

Chairman of the Convention Committee

Technical Education.

I now come to another topic which no loyal Canadian can afford to forget, be he employer or employee, producer or consumer. I refer to technical education. For three years this Association, in co-operation with organized labor and with the support of our various Boards of Trade, has pointed out to the Federal Government the urgent need for it to make thorough enquiry into the ways and means for protecting and encouraging native talent, to take stock of what has been done along this line by the Trade and Commerce Departments of other countries, and in this way to be able to suggest lessons for our Dominion. Such an enquiry

our Committee has found is quite in accord with our Federal constitution. Other federal countries, such as the United States and Switzerland, have set us ample precedents, as have indeed all progressive western countries. To-day we stand well nigh alone in a singular neglect of industrial training as part of our industrial and commercial policy. It is our firm conclusion that no more helpful service to the industrial and social future of Canada could be performed by our Federal Government than the undertaking of such an enquiry. The conclusions come to would be a stimulus and a guide for all parties and interests—federal, provincial, municipal and private, and as regards money outlay, could be secured for a mere bagatelle.

I need not go into details. Suffice it to say that so far the Federal Government has not given us any indications of having decided to make the enquiry. Our Technical Education Committee has therefore concluded to recommend to the Convention that this Association itself should be patriotic enough to undertake it and to donate the sum of \$5,000 towards expenses, the balance to be raised from among the several provinces and other sources, the outlay to be spread over two years. At this stage one need only say that such a proposal deserves our hearty support. The fruits of such an enquiry would redound to the credit of the Association in the eyes of the country at large, would stimulate Canadian industry and be a fitting testimonial as to the true attitude of employer to employee and of the relation of our manufacturers to the broad interests of the country. In the event of the proposal being favorably received by this Convention I would commend it to the various provincial governments for speedy and hearty endorsement.

Conclusion.

Of the various other features of our Association's work I feel that I need say very little. The reports which are before you tell their own story of activity and progress in every department. In spite of the strenuous nature of the times, our Treasurer has been able to report the largest surplus in the history of the organization, while the fact that our membership has continued to grow in the face of the most adverse business conditions enables us to look to the future with greater confidence than ever before.

In concluding my term of office I desire to acknowledge on behalf of the Association the debt we owe to those who have served so loyally as members of the committees and of the Executive Council. It is due to their efforts and to the wisdom of their direction, given at sacrifices beyond the ability of any one of us to estimate, that we are able to report to-day so many splendid results achieved. Permit me also to express my warm personal thanks for the encouragement and support given me on every hand. While my best efforts to discharge the duties of so high and responsible an office have necessarily been very imperfect, I count myself happy in having had the opportunity to be of some service. I also esteem it a privilege to have been associated in our important undertakings with so many business men who have shown themselves to be Canadians through and through, and in the warm, and I trust, lasting friendships I have been able to form among them, I consider myself repaid a thousand-fold for the time and study the position has required of me.

My earnest wish is that the Association may long continue to prosper in the field of usefulness which it has mapped out for itself, that its members individually and collectively may ever remain true to the highest ideals of Canadian citizenship, and that the happy fruition of its plans may speedily achieve for our great Dominion the destiny which a kind Providence has placed within our reach.

At the conclusion of the address three cheers and a tiger were given for the Hon. Mr. Rolland.

Mr. J. F. Ellis: Mr. Vice-Chairman and gentlemen, I have a great deal of pleasure in moving a vote of thanks to the President for his very able address read to us this morning, and that the same be printed in "Industrial Canada" for distribution among the members. For the last few years the Annual Address of the President of the Canadian Manufacturers' Association has been read, I think, in every country where the English language is spoken, and his utterances at these annual meetings have been watched, and his views on industrial matters have had a great deal of weight, not only in the British Empire, but throughout the United States. We have in Mr. Rolland an ideal President; he has given his time and his attention very carefully to everything that was of interest and value to this Association, and we owe him a debt of gratitude for the way he has filled the position of President of the Canadian Manufacturers' Association. I have much pleasure in moving a vote of thanks.

Mr. J. P. Murray: I have a very great deal of pleasure in seconding Mr. Ellis' motion, and if he will allow a further suggestion along the same lines it would be that when "Industrial Canada" has that set up in type it shall be printed also in pamphlet form, in which way we can give it a very much larger distribution. We want to get at least 40,000 copies of that address out.

The Vice-President: You have heard the motion. I think it is a very able address; it touches Canada from one end to the other, and I am very glad to be able to congratulate the President, Mr. Rolland, on its breadth and excellence. If no member wishes to make any further remarks, we will pass it by a standing vote.

A standing vote was taken, and the members joined in singing "For he's a jolly good fellow."

The President: I have spoken to my friends in Montreal of the nice people we were receiving, and I have just received word from the photographer that he wants to take a photograph of our members on the outside of the Windsor. I told him we would have the best people there, as they want to have a souvenir.

At 12.30 the meeting adjourned to meet at 2.15 p.m.

AFTERNOON SESSION.

At 2.15 o'clock p.m. the President called the Convention to order, and said: Gentlemen, I first wish to say that I would like those who are connected with the different Committees to get to work on those Committees. I also expect you to be prompt in attendance at the meetings.

The first order of business is the report of the Parliamentary Committee. This morning there was a suggestion that we should take most of the reports as read. We are here to discuss these matters. When we took one report as read this morning we had to go back and take up the discussions, and I believe we should proceed as we have done before, read the report and have the discussion. (Hear, hear.) If it is convenient, and if you agree to that, we shall continue as before, otherwise there is no use of our meeting.

Mr. Tindall: Before the report is read, I would like to make the suggestion that instead of reading the whole report and discussing it, that we read it clause by clause and discuss it as read.

It was decided to read the report of the Parliamentary Committee and discuss it clause by clause.

REPORT OF PARLIAMENTARY COMMITTEE

By way of preface to the report which your Parliamentary Committee are pleased to submit herewith, it may be stated without fear of contradiction that no part of the Association's varied activity is of more importance than that which has to do with legislation. Legislation is the foundation stone from which all our national institutions derive their stability. It becomes at once the blessing or the curse of our country, according as it seeks the higher level in an effort to attain true ideals of nationhood, or according as it falls to the lower level in an effort to advance the selfish interests of a class. To it we are indebted for the safeguarding of all the rights and privileges we hold most sacred; to it we are also indebted for the perpetuation of abuses which work to our lasting detriment.

Applying these homely truths to the work of an organization which is avowedly devoted to the upbuilding of the country as a whole, it necessarily follows that the legislative efforts of the Canadian Manufacturers' Association are of two distinct and separate kinds—the one destructive or negative, the other constructive or positive. In other words, it is as much a part of the Association's duty to oppose bad legislation as it is to promote good legislation.

In actual practice, it is usually found that the former duty is the more urgent; indeed the amount of time required for the one pursuit is such that frequently there is very little left to be devoted to the others. This is unfortunate for a number of reasons, not the least of which is that the average member, who knows next to nothing of the legislative dangers with which he is constantly beset, fails to appreciate the real importance of the work which the Association is carrying on in his behalf. Occasions like the present, therefore, are always welcomed, as affording the desired opportunity for explanation.

The Labor Situation.

The one outstanding feature of the year under review has, of course, been the pinch of hard times, from which all of us have suffered in a greater or less degree. Coming upon us as suddenly as it did, after a long period of unparalleled immigration, it was but natural that it should afford a temporary solution to the labor problem which played so prominent a part in the report of this Committee a year ago. Compelled by the curtailment of orders to effect a corresponding curtailment in production, manufacturers quickly found that where, a few short months before, there had been a scarcity of factory workers, there was now a plethora. Unfortunately, too, the situation was exaggerated by the short-sighted policy of the artisans themselves, who, in a number of cases, persisted in a losing fight for a shorter working day, thus throwing open positions which only served to stimulate the immigration they were most anxious to retard.

Under these circumstances, your Committee did not consider it opportune to continue to urge upon the Government the views of the Association with regard to encouraging the immigration of skilled mechanics. Not that the unfairness of the discrimination against the manufacturing interests sanctioned by departmental regulations was in any way mitigated by the regrettable situation which confronted us last fall, any more than that the zeal of the Department to serve the interest of the farmer is now to be censured because of the fact that there are hundreds of destitute farm laborers in the Northwest unable to secure employ-

ment. Both are situations which a rapidly growing country like Canada must inevitably encounter from time to time; both are situations which, from the very vigor of our growth, we will quickly and easily be able to overcome.

Meanwhile, the attitude of the Association has been sharply criticized. Its formal resolutions on this subject, for two years persistently ignored, have at length begun to be noticed by the Department of the Interior, who point significantly to them and to the Association's London office whenever the question is asked: "Who is responsible for the unemployed problem?" It would indeed be flattering to the Association, as illustrating the weight it carries



MR. JOHN TURNBULL

(Dales, Limited)

Chairman, Parliamentary Committee, 1907-8

abroad, if the mere newspaper report of a resolution it sent to Ottawa could bring to Canada the tens of thousands of immigrants who are said to have been unable to find work here last winter; but your Committee fear the Association cannot take credit to itself for wielding any such influence, since its own special labor agent, as a result of nine months of canvassing in England for men to fill definite positions, was only able to induce some 520 to come over. This matter will be more extensively discussed in the report of the British Office Committee, so that further reference to it in this connection is unnecessary.

Labor Legislation.

Organized labor has continued throughout the year to press for class legislation at Ottawa, though not perhaps with as much insistence as usual. Mr. Verville, M.P., as President of the Trades and Labor Congress, reintroduced his bill to make it compulsory for all Government contracts

to carry a clause stipulating that no person employed thereunder should work more than eight hours in any one day. When the bill first came up, in 1907, your Committee caused the House to be canvassed very thoroughly, at the same time instituting a vigorous campaign against the measure in other quarters. So effectively was the work done that this year it was comparatively easy to obtain assurance that the bill could not carry. No doubt its mover foresaw defeat, for it was never pressed to a vote.

Union Label.

The same fate befel the resolution placed upon the order paper by Mr. Ralph Smith, M.P., of Nanaimo, favoring legislation to give the label of organized labor the status of a trademark. The real purpose of the label is nowhere better illustrated than in a circular issued by the Winnipeg Typographical Union, under date November 25th last, wherein it was suggested, in a roundabout way, of course, that certain local printing establishments which did not carry the union label were not deserving of patronage. To recognize the label as a trademark would simply be to legalize the boycott. Your Committee saw to it, therefore, that prominent members on both sides of the House were well supplied with data on the subject of Mr. Smith's resolution, which, happily, was never reached.

Criminal Code re. Conspiracies.

Section 520 of the Criminal Code, which provides penalties against parties who conspire, combine or agree together to unduly limit the facilities for producing or selling any article of commerce, or to limit or lessen its production, states in Clause 2: "Nothing in this section shall be construed to apply to combinations of workmen or employees for their own reasonable protection as such workmen or employees." While it is manifestly an injustice to others thus to single out for exception a class who are frequently known to abuse the privilege, your Committee declined to support an amendment to the Act, introduced at this past session by Mr. Gervais, seeking to make further exceptions in the cases of wholesale and retail merchants or employers. Their reasons for doing so were, first, that they believed the amendment would be defeated in any event; and second, that they feared the opening up of the question might result in the strict enforcement of the law against certain legitimate trade agreements and understandings at present countenanced. Had the amendment actually carried, it would have meant that, among all those who consult together for their mutual protection in trade matters, the only criminals would be the manufacturers; but your Committee were prepared to put up a strong fight to prevent any such legislation going on the statute books.

The Co-operative Bill.

The purpose of above measure, introduced by Mr. F. D. Monk, M.P., was to provide for the creation and organization of industrial and co-operative societies among the farming and laboring classes of Canada. By its terms, societies so formed were to be permitted to carry on any industry, business, or trade except banking, fire insurance and life insurance. Any number of persons not less than seven; could organize a society without cost, simply by filing an application in prescribed form with the local Postmaster. The name, which could be changed any time by a four-fifths vote, must always conclude with the word "Limited," and need not necessarily embody anything to indicate that the business was that of a co-operative society. Shares might be of any par value, but not less than one dollar.

Under these conditions, it would have been theoretically possible, for example, for a co-operative society to open a

retail store under the name of the Standard Supply Company, Limited, with a paid-up capital stock of \$7.00, and in due course change the name to the National Produce Company, Limited, or anything else that might strike the fancy.

To the principle of co-operation, as applied to business enterprises, the Association cannot of course object, providing it is surrounded with reasonable safeguards. While it may be true that its object is to save to the consumer the profits of the middleman, and while it may be true that it will tend to increase competition among manufacturers themselves, it is evident from the striking successes attained by some of the co-operative societies of Scotland, Belgium and Germany that, sooner or later, they will establish themselves in Canada. Your Committee contented themselves, therefore, with taking exception to certain clauses of the bill, which, on purely business grounds, were deemed to be unsound.

General Inspection Act.

At the request of a number of the tanners in Quebec, an effort was made by your Committee to secure the support of Ontario and Manitoba tanners for an amendment to the General Inspection Act which would provide for the compulsory inspection of green hides, but owing to the fact that the trade of the two latter Provinces did not view the proposal with favor, it had to be abandoned.

Thanksgiving Day.

Just before the Annual Meeting a year ago, your Committee joined hands with the Commercial Travellers' Association in asking the Secretary of State to submit to the Council a recommendation that Thanksgiving Day be observed on Monday instead of Thursday as heretofore. Unfortunately, there were difficulties in the way of the Government carrying out the suggestion in 1907, but it is gratifying to be able to report that this year the change goes into effect. By avoiding the awkward break in the middle of the week, it should prove beneficial both to the travelling and business public, and at the same time prove popular with those on pleasure bent.

Control of Telegraph Companies.

Complaints having reached the Association last fall of annoying delays in the transmission of telegrams, some of which had proved very costly, as well as of other unsatisfactory features of the service, your Committee decided to memorialize the Government with a view to having all telegraph companies brought under the jurisdiction of the Board of Railway Commissioners. This was accordingly done in November. Legislation was subsequently introduced by the Minister of Railways, embodying the views of the Association, and put through the House as an amendment to the Railway Act.

Prevention of Corruption.

Copies have been received of an interesting measure adopted by the British House of Commons, having for its object the prevention of bribery and corruption in connection with the sale of goods. The Act provides penalties against agents or employees who accept or attempt to obtain gifts or considerations from outside parties as a reward for any act done in behalf of a principal; similarly, it provides penalties against persons offering to influence agents or employees in this way. Upon taking the advice of the Association's solicitors, it is learned that offences of this kind are not covered under the present Canadian statutes. It is recommended, therefore, that permission be granted to have a bill drafted which will meet the situa-

tion, and have same introduced into Parliament next session.

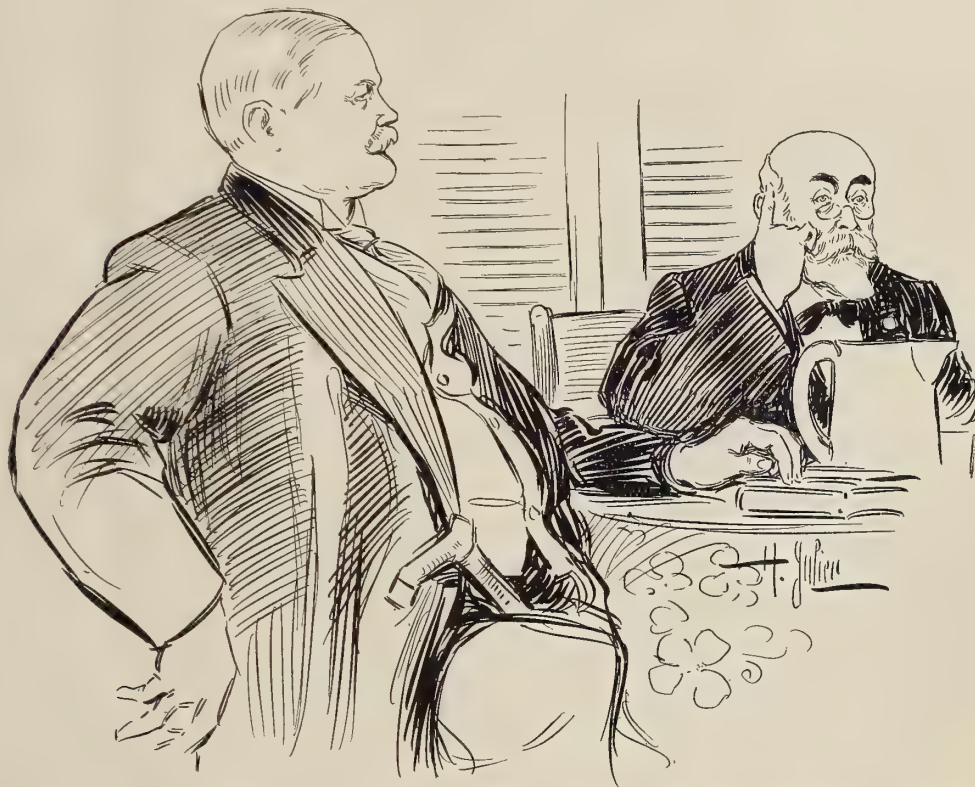
Foreign Loans by Canadian Banks.

At the request of the Montreal Branch, received at a time when all lines of business were complaining of the tightness of money, consideration was given to the practice of Canadian banks in keeping large sums loaned on call in New York. Your Committee are of the opinion that, while it may seem unpatriotic on the part of our banks to send so much money out of the country when it is so badly needed at home, it is, nevertheless, a very wise and very necessary precaution for them to keep on hand at all times a reserve sufficient to meet any emergency that is likely to arise. New York being the money market of America, money on call there is practically the same as cash on hand, and to object on sentimental grounds to its being loaned in that market at a small profit when it would not be

English Act was given a year's hoist, but in New Brunswick a measure was put through at the last session whereby the lot of the employer is made very much harder. Quebec seems to have adopted the most business-like way out of the difficulty by appointing a Commission to look carefully into the whole question and to report their recommendations.

In this connection the Montreal Branch have submitted some valuable suggestions. Recognizing the strength of public sentiment in favor of recompensing the unfortunate workman who, through no fault of his own, and while engaged in the ordinary course of his employment, meets with some disabling accident, they submitted to the Commission the following recommendations:

1. Compensation for accidents should be made obligatory upon all employers of labor.
2. Said compensation should be fixed with reference to earnings of victim at time of accident.



Hon. J. D. Rolland, assisted by Mr. John Hendry, presiding at a business session.—Courtesy "The Montreal Star."

available in Canada in any event, would scarcely be reasonable.

It so happens that, by the provisions of the Bank Act, the charters of Canadian banks will require to be renewed in the course of two or three years, and it might be well to bear the point in mind and see if something could not then be done to improve banking facilities generally.

Workmen's Compensation.

In provincial legislation, the one feature of outstanding importance has been the widespread attention given to the revision of the laws respecting compensation to workmen injured in factories. The radical example set by the British House of Commons a few years ago seems to have created a desire for similar enactments in Canada, and within the past two years Quebec, Ontario, New Brunswick, Manitoba and Alberta have all had the matter under consideration. The Ontario Bill was withdrawn on the understanding that the Government would introduce a measure of its own at an early date. In Manitoba a bill closely modelled after the

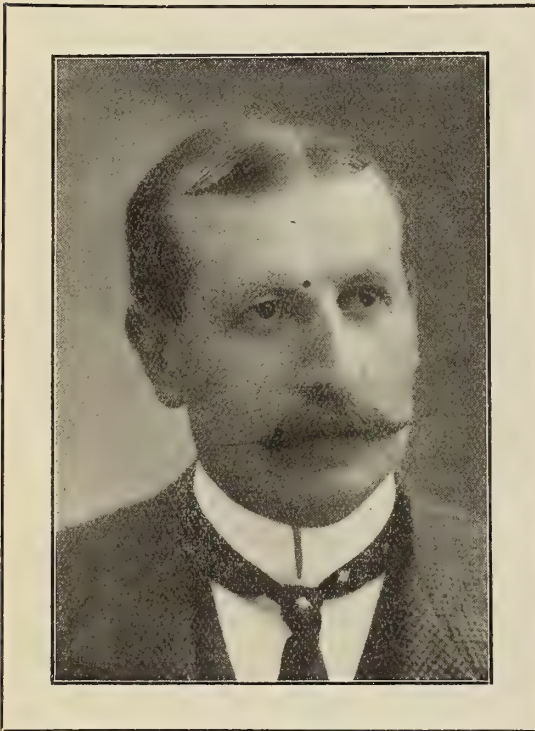
2. Said compensation should be fixed with reference to compensation for death or total disability, provided always that the total sum does not exceed \$2,500.
4. Compensation for temporary disability to run for not more than 52 weeks at 50 per cent. of current wages, and in case of non-recovery the employer may, by the payment of a lump sum (which, with the payments already made, shall not exceed the amount stated in Clause 3, namely, \$2,500), cancel all obligation.
5. Stated allowance to be given for loss of limbs and permanent disability of a minor character; the compensation awarded for such injuries to be computed in proportion to the indemnity due for loss of life as based on the scale of indemnities in use by accident insurance companies.
6. That employers shall not be held responsible for any accident to an employee which has been caused
 - (a) By said employee being under the influence of liquor or drugs;

- (b) By known bodily infirmity, such as epilepsy, etc.;
- (c) By the employee's own criminal or wilful act.

7. That provision be made to secure to the victim or to the victim's family the compensation due them from an accident, and thus prevent the amount being seized for any debt incurred prior to said accident.

8. That provision be made so that the compensation due an injured employee shall rank for payment as wages due, in case of the employer becoming insolvent.

They further urged that the law be so prepared that the compensation to be paid under the Act could be determined without the intervention of a legal practitioner, and that the compensation when paid should constitute a final discharge of all liability on the part of the employer; and that on the passing of the proposed Act all claims for compensation for accidents sustained whilst in the employment of any person should be settled or adjudicated under it.



MR. W. H. ROWLEY

(E. B. Eddy Co.)

Vice-President for Province of Quebec

These recommendations would seem in the main to be fair and reasonable, but your Committee believe that in every Act provision should be made for exempting the employer who insures his workmen against accident for an amount to be mutually agreed upon. Such a provision would, it is believed, be welcomed by both sides, as tending to do away with annoying and expensive litigation.

Child Labor.

With the employment of child labor in factories the Association, of course, has no sympathy, and Provincial Acts which help to make it impossible will always receive its hearty support. There seems to be a tendency, however, for our law-makers to regard the employer with suspicion, as though he were the one to blame for the infringements met with from time to time. To this end some of the Provinces are now making it compulsory for him to procure birth certificates in all cases where the age of the

applicant is open to question. The result of such a regulation can easily be foreseen, for no one is going to put himself to the expense (and where the applicant is born out of the country to considerable expense) in order to oblige the boy or girl who casually applies for work. Your Committee contend that a deposition from the parents should be all that is necessary, and where it is afterwards found that these depositions are false, make the parents the culprits, not the employer.

Ontario Factory Inspectors.

In Ontario one of the first things your Committee were called upon to watch was the appointment of the new factory inspectors. The Government had announced its intention of adding four men to the staff, and it was known that strong efforts were being made by organized labor to have their own nominees selected for the positions. In a memorial to the Premier your Committee pointed out, among other things: (1) that the strength of organized labor in Ontario factories, as shown in the report of the Ontario Labor Bureau, represented only 3 per cent. of the work-people employed therein; (2) that the oath by which the unionist was required to obligate himself rendered him unfit to serve as an officer of the Government; and (3) that the appointment of union leaders would amount to placing a premium on that class of agitation which has for its object the unsettling of industrial conditions. Notwithstanding this vigorous protest, two of the appointees were radical union men. Your Committee feel in duty bound to state, however, that thus far no complaints have been received to indicate that these men have tried to abuse their positions.

Assessment Act.

In response to the repeated solicitation of members of the Association two bills were introduced as amendments to the Ontario Assessment Act, the first to reduce the business assessment on manufacturers from 60 to 50 per cent.; the second to exempt from the income tax the salaries of officers in incorporated companies who were also stockholders in the companies. The imposition of the income tax in the latter instance virtually amounts to double taxation, for as a stockholder the officer already contributes his share of the company's business tax. Your Committee regret to report that both amendments were shelved in spite of their best efforts.

Franchise for Incorporated Companies.

The Association's efforts to secure the franchise for incorporated companies on money by-laws have at length been successful, so far at least as Ontario is concerned. On previous occasions this Committee has pointed out the injustice of the law, which, while giving the members of a partnership a vote on money by-laws, declared that as soon as the partnership was converted into a stock company all franchises must cease. The whole tendency of modern business is towards the incorporated company, and, considering the fact that these companies contribute very heavily towards the taxes of a community, it is but right that they should have a voice in saying how their money is to be spent.

With the assistance of the Association's solicitors, the necessary legislation was this year drafted and introduced into the Ontario Legislature. It necessitated amendments to the Voters' List Act, the Municipal Act and the Assessment Act. Thanks to the able assistance of Mr. W. K. McNaught, M.L.A., the measure was passed and ordered to be included in the next revision of the Ontario Statutes. Commencing with 1910, therefore, all incorporated companies in that Province will have a vote on money by-laws.

Conditional Sales Act.

Towards the close of the session, at the urgent request of the Thresher Section, an effort was made to have the Conditional Sales Act amended in such a way as to permit the vendor to make it a condition, when selling goods under a time agreement, that any action thereunder might be brought against the vendor in a Divisional Court other than that where the vendee resided. Under the existing law, which declared such an agreement void, it was claimed that final payments and interest charges were being frequently disputed, evidently with the idea that the manufacturer would rather lose the small amount involved than go to the expense of collecting same by legal process in a court far removed from his own place of business. The Government declined to father this measure so late in the session, alleging that it would prove very contentious, so your Committee had no alternative but to allow it to stand over. It is their intention, however, to take it up again early in the year, because not only the threshing machinery manufacturers, but the makers of implements, sewing machines, pianos and organs, and possibly others, are affected thereby.

Ontario Election Act.

By the new Ontario Election Act, 1908, Section 112, a voter in a town or city may absent himself from his regular employment from 12 o'clock noon till 2 o'clock for the purpose of voting, and because of his so doing he shall not be liable to any reduction from the wages which, but for his absence, he would have been entitled to. Formerly he was required to make this time up at the pleasure of the employer, but the new Act omits this proviso. In view of the fact that this virtually means to every city employer the loss of from 10 to 16 per cent. of his productive labor on election day, your Committee are of the opinion that the Act should be amended at once, either by the inclusion of the old proviso or by keeping the polls open until 8 p.m.

Quebec Insurance Bill.

The Association's legislative work in the Province of Quebec has been handled very largely by the Montreal Branch, who report one of the busiest seasons for some years past. Their careful investigations into the question of compensation for injured workmen have already been referred to. Next perhaps in importance was their successful opposition to certain clauses of Hon. Mr. Weir's Insurance Bill which were designed to prohibit insurance being placed outside the country. Had these clauses carried they would have proved a serious blow to the numerous Quebec manufacturers who insure with the New England mutuals. Counsel was engaged, and on two occasions large deputations waited upon the Provincial Treasurer, with the result that the proposed restrictions were all removed. It is still provided, however, that Quebec firms placing insurance outside the country must report all such business to the Provincial Treasurer.

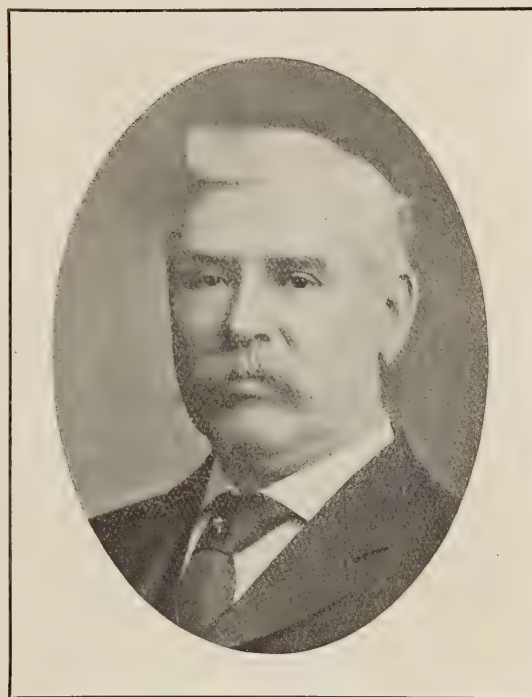
Assessment of Machinery.

The varying systems adopted by the municipalities of Quebec as regards the assessment of machinery have given rise to a great deal of dissatisfaction. In some places it is considered to be a part of real estate and assessed accordingly, while in other places it is entirely exempt. The manufacturer in the less favored locality has accordingly felt that he had just cause to complain of the disabilities under which he was placed as compared with his competitor in some more favored municipality. To remedy these complaints a deputation from the Montreal and Quebec Branches waited upon the Attorney-General early in March, urging that the Municipal Code be amended in such a way

as to remove any ambiguity in the law, and also requesting the enforcement of the clause which stipulates that the by-laws of the different municipalities must not contain any provisions inconsistent with the Municipal Code.

The Lacombe Bill.

Thanks to the vigilance of members of the Association, a most pernicious measure, known as the Lacombe Bill, introduced only towards the close of the session, evidently in hopes that it would slip through unnoticed, was successfully opposed. This bill proposed to amend the Civil Code by enacting that "in the case of sale of movable property with reserve of the right of ownership therein, the seller shall not recover possession of the property sold, upon default of payment of the purchase price in whole or in part, without restoring to the buyer a sum equal to three-fourths of what the latter has paid him." While originally designed to protect poor families in the purchase of furniture on



MR. R. S. GOURLAY

(Gourlay, Winter and Leeming)

Chairman Parliamentary Committee, 1908-9

time, this provision would have made it possible for an unscrupulous creditor to sell back to the manufacturer worn-out equipment of any kind for more than it was worth. A vigorous fight was put up against the bill, which was thrown out in Committee.

Manitoba Taxation Commission.

The principal item in Manitoba's legislative programme, from the manufacturers' point of view, has been the appointment of a Commission on Taxation. For some time it has been felt that the burden of taxation on manufacturing establishments in Winnipeg was proportionately much heavier than in the East, and that to that extent it was acting as a handicap towards the city's development as an industrial centre. At its last session the Legislature of the Province instructed the city to appoint a Commission for the purpose of arriving at some system that would prove more generally satisfactory, on the understanding that the Commission's recommendations would be made the subject of immediate legislation. The Commission was in due

course appointed, and has already been at work for some two months collecting evidence. The local Branch have their case well in hand, and favorable results are looked for.

Nova Scotia Labor Commission.

Towards the middle of April the Nova Scotia Legislature passed an Act authorizing the Lieutenant-Governor-in-Council to appoint a Commission to enquire into and report upon the economic effect of a limit to the working day for the workmen employed in the various industries of that Province, with special reference to the effect of such limitation upon production, wages, employment, export trade and Canadian industries, regard being had to the different conditions obtaining in different industries, as well as to the amount and cost of production. It has been learned that this step was taken to satisfy a demand which was being



MR. FRANK ROLPH

(Rolph & Clark)

Chairman, Toronto Branch, 1908-9

made by the coal miners for an eight-hour day. In view of the fact that it is most important, not only for the industries of Nova Scotia but for the industries of every other Province, that the objections to a limited working day be clearly and forcefully explained to the Commission, your Committee, with the consent of the Executive Council, authorized the local Branch to engage counsel to prepare the case for the manufacturers. This has been done, and prospects are said to be bright for a favorable report.

Metallic Roofing Co. vs. Sheet Metal Workers' Union.

Extended reference was made in last year's report to this celebrated action, which definitely fixed, so far as Canadian courts were concerned, the responsibility of individual members of a labor union for damages they might cause by means of the boycott. On appeal to the Privy Council the case was ordered to be retried, because of a misdirection on the part of the presiding judge when addressing the jury. The Association's solicitors still maintain that there can be no doubt as to the final outcome,

believing that the union will allow the case to go by default. Meanwhile the Association is continuing to contribute towards the expense of maintaining a decision which is of the utmost importance to every employer of labor in Canada.

For the incoming Committee a year of active work is already assured by the large number of items which, as this report indicates, still have to be carried through to completion. In addition to those above mentioned, some effort should be made to have the Provinces come to a mutual understanding in regard to succession duties, in order that the unjust practice of collecting double and treble duties may be avoided. Consideration should also be given to the legality of issuing stock dividends. At present the Ontario Companies Act authorize their issuance, but some doubt seems to exist in other Provinces as to whether or not it is strictly legal. Legislation in such matters should be uniform.

In conclusion, your Committee would strongly urge that in each Province a special sub-committee be formed of members of the Association for the double purpose of initiating legislation necessary for the protection of manufacturers, and checking other legislation which is likely to prove injurious. Each of these sub-committees should arrange to be supplied with copies of all bills as introduced, for it is only by carefully scanning everything that comes forward that the rights of the manufacturer can be effectually safeguarded. It goes without saying, of course, that if these sub-committees were formed the Central Parliamentary Committee would always be found ready to co-operate to the best of its ability.

All of which is respectfully submitted.

John Turnbull,
Chairman.

G. M. Murray,
Secretary.

Mr. J. O. Thorn presented the report of the Parliamentary Committee, and read the Preface and first clause re "The Labor Situation," which was adopted without discussion.

Mr. Thorn read clause re "Labor Legislation," which was adopted without discussion.

Mr. Thorn read clause re "Union Label," which was adopted without discussion.

Mr. Thorn: I would suggest that the reading of the clause "Criminal Code re Conspiracies" be not read.

(Consent given.)

Mr. Thorn read clause re "Co-Operative Bill," which was adopted without discussion.

Mr. Thorn suggested that the reading of clauses re "General Inspection Act," "Thanksgiving Day," and "Control of Telegraph Companies" be taken as read.

(Suggestion adopted.)

Mr. Thorn read clause re "Prevention of Corruption."

Mr. Simpson moved, seconded by Mr. Burton, that permission be granted to have a bill drafted to meet the situation as suggested by the clause.

The President put the motion, which, on a vote having been taken, was declared carried.

Mr. Thorn: I would suggest that the clause referring to "Foreign Loans by Canadian Banks" be not read.

Mr. Burton: I would like to make one remark on that, and that is this, that while it may be true that it is good policy to keep money in New York at certain times on call, I would ask the gentleman how much money on call could have been obtained there when there was nothing but clearing house certificates granted. I know this is opening up a big question, but it seems to me that the statement in this clause is not quite absolutely correct.

Mr. Thorn: Perhaps I had better read the clause. (Reads same.)

Mr. Burton: I think in the last paragraph we are all

agreed, and I hope that when the next revision of the Bank Act comes up, the business people of this country will be properly represented, and have some ideas to suggest which have come to their knowledge and their feelings and perhaps their pockets during the last ten months. What I objected to was the statement here that money on call in New York was practically the same as cash in hand, which was not the case during the crisis.

Mr. Simpson: It might be well to eliminate that part of the clause beginning with the words "New York" and down to the word "reasonable"; that might meet Mr. Burton's objection.

Mr. Thorn: Mr. President and gentlemen, I understand that that is what the bankers really claim to be the case, that it is practically the same as cash on hand, and while, of course, they kept it there and didn't bring it here, still I think the fact remains that it was to all intents and purposes cash on hand, although in New York.

Mr. Firstbrook: Mr. President, I am sure this is a very wide question, and one, I think, we ought to inform ourselves on somewhat as to the details before we go into the general discussion of the question. Mr. Burton says loans in New York were not collectible during the time of the panic. I understand, and I think I saw the statement published by the Manager of the Bank of Montreal, that while they could not draw the money and bring it directly from New York to Canada, it could be drawn through London, and was drawn through London, and in the crisis money was wanted so badly that some millions of dollars were drawn from New York and used for Canadian credit. There is another question. I have heard the statement made in connection with this, and we must admit it, that there must be a certain amount of money kept on call where it will be immediately available for emergencies, and that money on call in Canada is not on call; banks cannot procure it; and that seems quite reasonable, too, so that they must go to a market where there is an absolutely call market, and they can get the money on 24 hours' notice. When a man gets money on call he expects to pay it on call.

The President: I may tell you that money on call in Canada is not money on call, because in a financial crisis it would bring about the diminution of the stock very much. Money on call in New York is money you get in 24 hours. There is a greater difference as to money in New York than ever before. The rate of interest given is very small, so that there is no great advantage in lending it there, but as a general rule the banks have kept a certain amount on reserve in New York which has been a certain benefit, and the experience has been that they could get it in 24 hours, and it has been the salvation of those banks that have done it. As has been said, it would be an advantage to Canadian commerce if the banks were to make certain changes in the Bank Act.

(Clause adopted.)

Mr. Thorn read clause re "Workmen's Compensation."

Compensation to Injured Workmen.

Mr. Harris: Mr. Chairman and gentlemen, while I agree very much with what is stated here, yet I think it is bad policy to place ourselves on record as recommending any particular thing where it comes to matters of legislation governing organized labor, or on any similar point; it will be a starting point for them, and if we make some recommendation of this kind, and if we are pledged to it, they will always keep at it, whereas circumstances may change the conditions entirely; therefore, I am going to move that this section be eliminated from the report for the reason that it would be unwise for the Association to bind themselves in any way. The employees have the sympathies of the manufacturers, and no doubt many of the manufacturers do defend any employees

who happen to be hurt in their employ. There is one word here that is very bad to my mind, and that is in Section 6 C; it says, "By the employee's own criminal or wilful act." I think the word "criminal" covers "wilful"; "wilful" looks to me as though it were a case of suicide. I know this word "wilful" is in the British Act, and I think if we have to have anything here it will be pretty much framed on the British Act. I should say negligent or careless is a better word than "wilful" if we have to have it, because it is pretty hard to prove what is wilful in that case. It seems to me, Mr. President and gentlemen, that the manufacturers have been picked out lately as a special prey for all sorts of expenses in their business. If they want to advertise they have to pay high rates; if they want legal advice they have to pay high rates; yet, as a rule, these men are free traders, and when we want a little protection so that we can earn some money to pay them they won't give it to us. With reference to employers insuring their employees, why should people in business, endeavoring to build up an industry, be saddled with



MR. S. W. EWING

(S. H. Ewing & Sons)

Member Convention Committee.

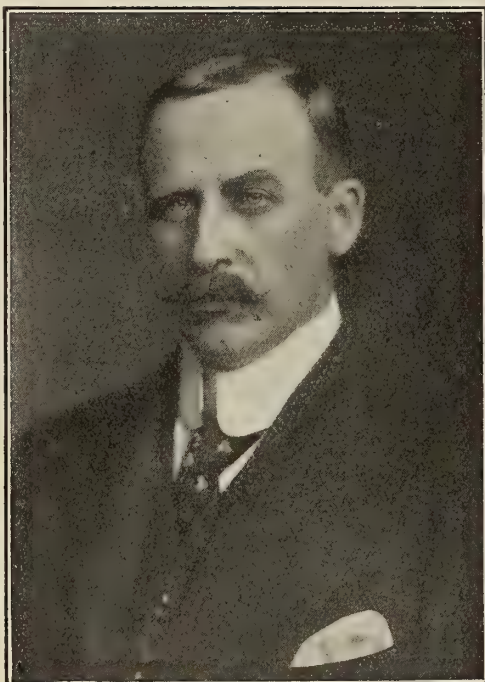
the necessity of paying a large sum of money out for insurance where it is to cover the men's carelessness? Surely the law of the land, as it stands to-day, is good enough to collect any compensation that a workman should have. To be sure, we have this appeal and appeal and appeal, which, it seems to me, is unfair; one or two courts should be sufficient, so that a poor man could get a chance; but to recommend anything of this kind seems to me to place the Association in a position that it will regret; we ought to leave ourselves free to meet the situation as it happens to unfold itself. Therefore, I am going to move that this section be expunged from the report, if I can get a seconder.

Mr. J. P. Murray: I second that.

Mr. Davis: I think the last speaker who moved that resolution has failed to recognize that in this report the Committee have merely published what the Montreal Association has done, and they had ample reason for doing it. The Quebec

Legislature has in consideration for the past two or three years the bringing in of a law of this kind, and have appointed a Commission for the purpose of finding out what would be adapted not only to the workmen, but manufacturers; the Manufacturers' Association were asked to convey to that Commission their ideas as to what would be a satisfactory arrangement under the proposed law, and this is merely reciting what the Montreal Branch has done before that Commission.

Mr. Murray: Mr. President, I don't think here in Montreal you know what labor troubles are. If you did, you would have had an Employers' Association here long ago. I think the remarks made by Mr. Harris are quite in order; and if there are some particular points that are before the Quebec Legislature just now which are affecting labor in the Province of Quebec, then let the Branch in Quebec look after those particular points; but I do not think that the Association as



LIEUT.-COL. CHAS. A. SMART

(Smart Bag Co.)

Member of Convention Committee

a body is well advised in putting in and carrying the resolution before us here. We are well aware in the Province of Ontario, where we are very much closer to the United States than you are in the Province of Quebec, of the difficulties of the labor question. Those of us who have been up against it know it is not as a general rule the intention of the organization of Unionized Labor to produce the difficulties that come about, but we all know that it is the leadership very very frequently in these Organized Labor Unions which does create the trouble; it is the walking delegate, or business agent or somebody else. I would like to have gone further into the whole subject, but I think this particular paragraph that is now under discussion should be referred back for a very much more careful consideration by the whole Association. If you adopt this now you are pledging the Association to something that I think they may regret a little later on.

Mr. Williamson: I would like to draw attention to a clause that I think should be included in this report. I do not see that the manufacturer is protected against the individual, who, not having business with a particular machine, interferes with it while it is running, to his injury, when it is not

a part of his business, and he has no right to interfere with that machine. I think there should be a provision placed there exonerating the manufacturer from any liability. I am personally thinking of three different accidents which occurred. In one case a boy was sweeping the floor, and he had been ordered from a particular machine twice. The foreman of that machine turned his back, and this boy picked up a piece of waste and in working around some running cogs the boy lost some fingers, and the manufacturer was held responsible.

Mr. Simpson: I beg to take exception to Mr. Murray's remarks. I am sorry to have to do so, but, as I understand it, this is a report of what has been done by the Montreal Branch, and the only part which refers to that is that starting with the words "These recommendations." Now, I think none of us would have any objection to having the last seven lines of the clause eliminated. The Montreal Branch of the Association had a great number of meetings on the subject of this Act. They had before them special knowledge which is not before the Association to-day, and I don't think it would interest our friends from Toronto to know all the reasons which caused us to come to the conclusions that are here published. We considered carefully the whole question, and these were the resolutions which were passed as being the best solution that we could conceive of all the difficulties. I think our conclusions can very well be published in the records of the Association, and I think the views of those who object to those conclusions will be met if those last seven lines are eliminated, and that will save any further discussion.

Mr. Thorn: Mr. President, this is simply a report made by the committee to this convention of what has actually taken place. It simply points out what the Montreal Branch has done, and what they have recommended to the Royal Commission appointed by the Province of Quebec; and the committee merely says this: "These recommendations would seem in the main to be fair and reasonable, but your Committee believe that in every Act provision should be made for exempting the employer who insures his workmen against accident for an amount to be mutually agreed upon." Now, as I said, the Committee are simply reporting what has been done, what has taken place; they are not putting before you any resolution, and beyond saying that the recommendations seem to be in the main fair and reasonable. The committee is really not taking any stand whatever in connection with the question.

The President: I may say that for the past three years we have had before the Quebec House a bill for compensation, and if that bill had been adopted it would have been ruinous to the manufacturers. By the work of the Association in Quebec we have had that bill postponed, and at last we asked the Government to name a commission, and what is reported here is what the Montreal Branch has recommended to the Association. The Association is not bound by it; it is only a report. I may assure you, if we get a bill for compensation as we desire, we have more chance of getting it passed in Quebec for the benefit of the manufacturers than you have in any other section, and it will be the basis for future legislation in the other provinces. If we get the bill passed it will be for the advantage of the manufacturers at large; but this is only a report.

Mr. Vandry: Mr. President, if we accept this report this meeting would be endorsing the views of the Montreal Branch, which we are not all ready to approve of just now. In the City of Quebec we have not really quite approved of the action of the Montreal Branch. We think we should oppose any bill of this kind, if it comes up before the House.

The President: We have been opposing it for three years.

Mr. Vandry: If we do not succeed in turning down the bill entirely, we might be able to have some clauses that

would militate the least against our interests. It is not up to us to bring before the House a bill, or a recommendation that will look something like a bill. It is something like a lawsuit; it is for the party who brings the case to prove it, while it is for the party sued to put up a defence. I do not feel justified in accepting this report as it is here, because we would simply be sanctioning the views of the Montreal Branch, which may be quite right; but, as far as other Branches are concerned, we cannot really see the case in the same light as they do; and as far as we are concerned in the City of Quebec, we are strongly opposed to the views of the Montreal Branch on matters of this kind.

Mr. Simpson: If I might be excused, it was stated when this was under discussion that the present Act in Ontario is even more stringent against the manufacturers than this we proposed; and the English Act is far more stringent still, as is also, I believe, the Act passed in New Brunswick; and it was the feeling of that certain section that it was far better for us to go into the thing with a fair mind and to place before the Government something that was mutually fair to both sides of the case than to act, as one of our friends suggested to-day, on the defensive. It is a question of opinion entirely, but I think if you will adopt my suggestion to eliminate the last seven lines of the clause, that the Association then would not be either directly or indirectly approving of the action of the Montreal Branch.

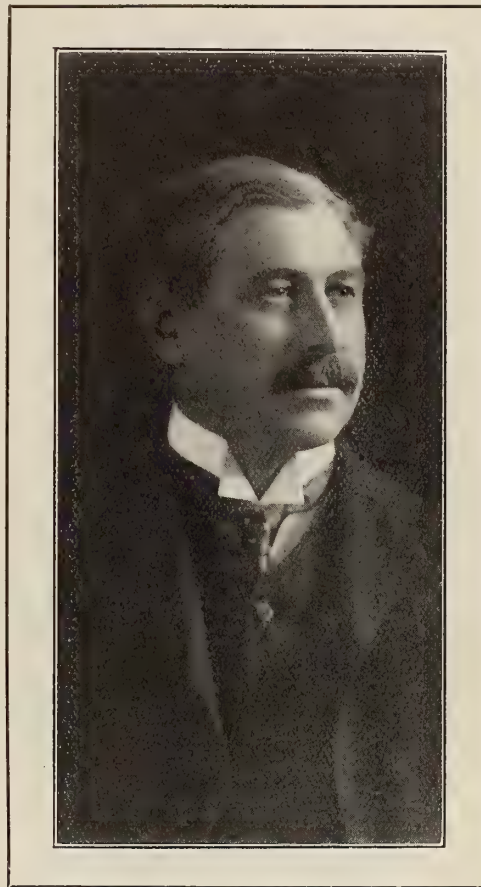
Mr. Ewing: I beg to second Mr. Simpson's motion to eliminate the last seven lines.

Mr. Harris: I understand the condition exactly and thoroughly in Ontario; we have no such Act, and if there is ever such an Act it will come after a hard fight. We have fought organized labor in Ontario good and hard. Toronto was the keystone; we have knocked the keystone from underneath, and now they are civil and treat us as they should treat us, as men who have equal or even greater responsibilities. We have a law that provides that if a man is hurt through the neglect of the employer he can recover damages, and he does. I don't think that any city, take for instance Montreal, should ask that this matter should come before the Association and ask them to say aye on this question; I don't think it should be in the report; that is my own idea of it; because it will bind us to something that we will not submit to in Ontario until we are beaten into it. We have been fighting for four or five years now, and we have won so far, and we are not going to give up. We have had to suffer for what we have got, and to give in to any organized body of labor, or men who represent only the small end of labor in the organized end of it, would be simply lying right down to it. I wish some of these Montreal gentlemen had been through some of the fights we have had in Toronto. We have had to fight organized labor there every inch of the way; if you give them an inch they will take an ell, and if you give them an ell they will take more. I know if they get this the burden will be very great, especially in a new country like this where under ordinary conditions men are scarce and work is plentiful. We are not having that at the present moment, but this country is so new and so vast, and the resources so great that we will be nearly always looking for men, and to be tied or bound by an Act or promise of this kind would be simply putting a weight on us that it would take years to uplift. You are giving men who know not how to use the powers that are in them, privileges you don't and can't get yourselves; and I for one will strongly oppose this measure, and I trust the members of the Association will see to it that the rest of the Provinces are not bound by imaginary conditions, be-

cause I think they are imaginary in a great many ways. (Hear, hear.)

Mr. Brodie: I have been through the mill just as Mr. Harris says, and I know something about it, and I endorse what he says.

Mr. McKay: I feel very much as Mr. Harris and Mr. Murray do regarding this matter. The Act is not at present in force in Ontario; we are fighting it now all we possibly can. If this is passed here it will be brought up against us in Ontario. If the Province of Quebec is trying to secure legislation at the present time, let this be a local matter in Quebec; do not let it be a matter that will go over the whole of the Provinces. If it was a federal matter, to affect the whole of Canada, we could discuss that matter, and that



MR WILLIAM RUTHERFORD

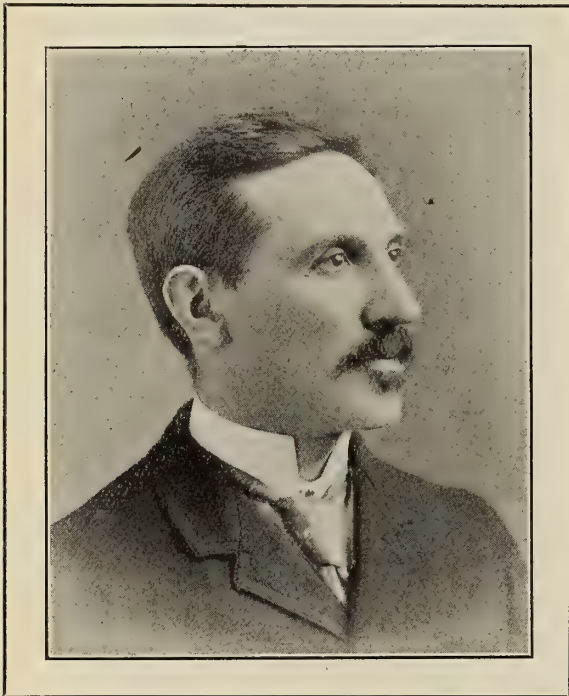
(The Wm. Rutherford & Sons Co.)

Member Convention Committee

would be a different thing. The matter should not be discussed in a Convention of the Manufacturers' Association unless it is a federal measure entirely.

Mr. Ewing: It seems to me the meeting has lost track of the aim and purport of the report. We were asked to approach that Commission. Is the idea of these gentlemen that we should not approach the Commission? As a matter of fact we did approach the Commission with our recommendations, and they are now before you. As far as I can see there is no endorsement. We are going to have Provincial Acts, and we have got to face it. It would have been simply childish if we had said, No, we won't go before the Commission. In addition to that, this proposed Act was endorsed by every other mercantile body in the City of Montreal. It is a half-way measure, but we have gone before juries and we have had eight and ten thousand dollars of compensation given by juries against us. We are trying to

bring this thing down to some kind of reasonable limits, say \$2,500; and to take the stand that you are to-day, to eliminate this from the report, I hardly know what to say about it; this is going right back on what we put before the Commission of the Province of Quebec. You can withdraw this last clause in the recommendation, but we were fighting for the Province of Ontario as well as Quebec, because we are going to have an Act in the next eight or ten years all over Canada, and we may as well face it as business men. Take the second clause of paragraph 8, "They further urged that the law be so prepared that the compensation to be paid under the Act could be determined without the intervention of a legal practitioner, and that the compensation when paid should constitute a final discharge of all liability on the part of the employer; and that on the passing of the proposed Act all claims for compensation for accidents sustained whilst in the employment of any person should be settled or adjudicated under it." The whole tendency of our effort



JOSEPH FORTIER
Member Convention Committee

is to reduce the cost and get the manufacturers out of the hole that they have been in here in this Province. We never knew where we were when we went into a thing of this kind; the law courts are full of records of most unjust claims that have been paid through the intervention of juries. We want to get that right down in black and white and know where we are.

Mr. Thorn: It might be well for me to point out that the commission appointed by the Province of Quebec was apparently composed of very broad-minded men, one of your leading solicitors in Montreal, I think, being the chairman of that commission; and there is on it a representative of organized labor, and a manufacturer, a member of this Association, I believe. They were so anxious to get the views of the manufacturers generally that they actually went to Toronto, outside the Province of Quebec, to consult the Parliamentary Committee of the Association there as to its views on legislation of this kind—workmen's compensation. I would suggest, if it meets with the approval of the meeting, that, instead of cutting out the whole seven lines of this last clause, on page

27, that you just cut out the following: "These recommendations would seem in the main to be fair and reasonable"; then, after cutting that out, go down to the last part of that clause and say: "Such a provision would, it is believed, be welcomed by both sides as tending to do away with annoying and expensive litigation." Cut that out, and then that will only leave as any expression of opinion from the committee the following words: "But your committee believe that in every Act provision should be made for exempting the employer who insures his workmen against accident for an amount to be mutually agreed upon." I think that it is strictly in the interests of the employers that such a clause should be put in any Act which may be passed.

Mr. Cauldwell: Wouldn't it be well, as this refers to the Province of Quebec only, to have a resolution passed referring this over to the Montreal Branch, and in that resolution it might be stated that it in no way commits the whole Association.

Mr. Simpson: I would very much object to that. I think it would be a slap in the face to the Montreal Executive. We have discussed this thing, having before us information which is not before the Association as a whole. This is a local matter entirely; it has to do with the Province of Quebec entirely, and we simply sent up to Toronto the information showing what we had done. We, as a Branch of the Association, have, I believe, the right to manage our own business which pertains to that Branch, though we report to Toronto. If I had time, or if it was right for me to take the time, I think I could persuade most of the members here from Toronto that the Montreal Executive did the best thing for the manufacturers in the Province of Quebec that could be done under the circumstances, and all that we do is to forward the report; and the whole trouble, to my mind, has come from the few remarks at the end here made by the committee in Toronto. I think Mr. Thorn's suggestion ought to meet with all reasonable acceptance. What we have done in Montreal does not bind our friends in Toronto or Ontario; the conditions there are entirely different. I feel sure, however, that you will have to meet the same trouble in Ontario by and by that we have tried to meet here in Quebec, and I would strongly advise you to meet it with a broad spirit. You may be quite sure if these laws are passed in England, and if they are being passed, as they have been in France and in other countries, it is bound to come to your door sooner or later, and you will be up against it; and you had far better go into the fight with a broad spirit to do that which is right between yourselves and those whom you employ than to take any action that is narrow and, I may say, mean. At present one half of the compensation that we have to pay owing to accidents goes into the pockets of shyster lawyers. What we wanted was this, that if we had employees who, unfortunately, got injured, any money we shall pay should go into their pockets, and not into the pockets of people in whom we have no interest.

Mr. Firstbrook: I don't think the gentlemen who want this eliminated disagree with the view that the Montreal Branch have done the best that could be done under the circumstances; and, as Mr. Simpson points out, they had information before them which, if it was presented here, would lead to a different view. That information is not presented here, and you can't expect gentlemen from Ontario to accept this recommendation without having that information; and, for that reason, it appears to be quite in order that it should be eliminated from the report; and, further, the different provinces are mentioned in the preamble of this first paragraph, and you present this here and have it received by this Association, and it would be taken by organized labor, and perhaps by members of the Legislature, as being the deliverance of the Canadian Manufacturers' Association on this subject as what they recommend. What the Ontario members want is

to keep themselves free when this matter comes up in the Ontario Legislature, which it will do very shortly. They want to keep themselves free to make the very best arrangement they can under the circumstances. There is a very great deal to be said in favor of what Mr. Simpson says, to put it in such shape that shyster lawyers shall not be able to get a rake-off; but in the meantime I think this whole paragraph should be eliminated from this report, to be considered further.

The President: Do I understand that the suggestion is that the words following "these recommendations would seem in the main," etc., be stricken out?

Mr. Firstbrook: The whole thing.

Mr. Harris: I have no intention to tell the gentlemen of Montreal how to run the Montreal Branch; that is not my idea at all. If that is the best for Montreal, then the Montreal gentlemen are to decide it; but I do not want the Montreal gentlemen to tell the people of Ontario that these provisions here are the best for Ontario. I understand we are here to discuss these reports as reports of the Canadian Manufacturers' Association, and when we endorse them the Canadian Manufacturers' Association is endorsing them and is bound by them. If that is the intention, then I say I object. I don't object to Montreal running their own business in their own way. You can put it in any way you like so that it does not bind Ontario, and I am satisfied.

Mr. Davis: We are all one—there is no doubt about that—although we seem to be different. Mr. Harris is perfectly right in his contention; the Montreal Branch is perfectly right in its contention. I think it is unfortunate, perhaps, that what the Montreal Branch reported to Toronto was embodied in this report, and, if it is necessary, I would move an amendment to the effect that everything be stricken out after the sentence: "Quebec seems to have adopted the most business-like way out of the difficulty by appointing a commission to look carefully into the whole question and to report their recommendations." Now, I think it is perfectly right for the committee to report something on workmen's compensation, as emanating from the Dominion and other provinces, but I think it would be wise to leave everything out that has been reported after that.

Mr. Tindall: Mr. Chairman, the whole thing, as it appears to me, comes down to this: Is to-day and this meeting an opportune time for this Association, as an association as a whole, to express its opinion upon what it wants in respect to this workmen's compensation? If this report goes out as it is now, if any member of Parliament brings in a bill on the lines of this recommendation, and puts that in there, would it not be taken that he was putting in something that had been entirely endorsed by this Association? If that conclusion is correct, and if I am correct in my statement, then are we to-day prepared to give this as the pronouncement of this Association at this time? I hardly think it would be the wisest or best thing to-day for us to make this pronouncement for the whole of this Association as applying to the whole of Canada, from Vancouver to the Maritime Provinces. We might possibly go this far: Leave it where it reports the recommendations if you like and pass some such resolution as this: "Your committee will welcome any Act that fairly provides for the interests of employers and employees and tends to do away with annoying and expensive litigation." It seems to me most of us could go that far. You are up against this condition; these acts are enforced in Great Britain; they are before the public in all of the European countries; they are before the public of the United States, and just as sure as anything they are bound to come here, and we have got to face them. If we do not face them this year, we have got to face them next year. If we can make some pronouncement that we are prepared to deal in a liberal and fair spirit in the

matter without committing ourselves as to details, or to the extent that this report would commit us, it would seem to be as far as we could go. If anyone would second that I would put it in this way: "That your committee will welcome any Act that fairly provides for the interests of employers and employees and tends to do away with annoying and expensive litigation." What we are all complaining of is this: I have a case in point where our representative writes to us, and he says a certain workman was hurt and a certain lawyer came to him and told if he would give him half the fees he would divide the pot with him. The man injured had no fair legal claim. What we want is to avoid annoyances of that kind, and if we can give expression to that, would that not meet what we desire to do to-day?

Mr. Simpson: I am glad to be able to second that, and in doing that I would like to say, first, that this report was not put in here at the request or wish of the Montreal Branch. I am a member of this committee, but unfortunately I wasn't able to attend the meeting at which this report was passed. I think I may safely say that not one member from the Pro-



MR. J. S. N. DOUGALL

(McCaskill, Dougall & Co)

Member Convention Committee

vince of Quebec would be at that meeting. So that those of our friends who think this was put in at our request are very much mistaken. I would also deprecate looking at this question from a narrow point of view. It is to our interest as employers of labor to see that our employees get fair treatment, and I feel that every member of this Association, when he thinks the thing over carefully, will be of the same opinion that I am.

Mr. Firstbrook: Mr. Chairman, I was going to say that I would be pleased to second Mr. Davis' amendment. Take the last sentence of the first paragraph, "Quebec seems to have adopted the most business-like way out of the difficulty by appointing a Commission to look carefully into the whole question and report their recommendations." If we adopt

that, that is a business-like way of doing it; it is an independent committee to look into this whole question, and we are not committing ourselves in advance; if any of these recommendations seem reasonable to us we can endorse them. I do not see how you can tack on to that sentence a resolution like that which Mr. Tindall suggests. If we adopt that first paragraph of this report and eliminate all the others, we have everything we desire at the present time, and we are not committing ourselves to anything until we get the report of that Commission; then, if it is reasonable and fair and right we can endorse it.

Mr. Jephcott: I desire to second Mr. Davis' motion.

Mr. Harris: After Mr. Davis' remark I wish to withdraw my motion, with the consent of my seconder, so as to simplify the whole matter. As I said before, I have no desire to do anything that would in any way injure Quebec or tie their hands or tell them how to run their business. I have much pleasure in seconding Mr. Davis' resolution, which will now be the original motion.

The President: What is your motion, Mr. Davis?

Mr. Davis: My motion is that everything under the head of "Workmen's Compensation" be stricken out after the sentence that commences with "Quebec seems to have adopted," and ends with "report their recommendations."

The question was called for.

The Secretary stated Mr. Davis' motion and Mr. Tindall's amendment.

Mr. A. R. Whittall: Mr. President, I think the better plan would be for the two gentlemen who have made the motions to repeat them in full, so that we can understand what we are voting on.

Mr. Davis again stated his motion.

Mr. Tindall stated his amendment, and said, I put in this amendment because this will go out as a pronouncement by this Association as a whole that they are in favor of dealing with the question in a fair way. What we want to say before the public is that the manufacturer is not opposed to dealing fairly with the workmen, and we want to give public utterance to our desire and to our intention to do so. My amendment is to follow on from the word "recommendations," and say, "Your Committee will welcome any Act that fairly provides for the interests of the employers and employees, and tends to do away with expensive and annoying litigation."

Mr. McKay: I think we will have greater harmony in this Convention if Mr. Tindall will reconsider that amendment of his, and bring it down to the word "recommendations" at the end of the first paragraph, and add nothing at all to it.

The question was called for.

The President put Mr. Tindall's amendment, which, on a vote having been taken, was declared lost.

The President put Mr. Davis' motion, which, on a vote having been taken, was declared carried.

Mr. Thorn read clause re "Child Labor."

Mr. Simpson: The first paragraph in this section seems to be wanting in clearness. It says here, "With the employment of child labor in factories the Association, of course, has no sympathy," etc. In the textile or cotton trade it is impossible to conduct a manufacturing concern and compete with Europe unless you employ child labor. Now, I suppose they mean here the employment of young persons under the legal age, but they do not say it, therefore I would ask that that first clause be amended to say what it is really meant to say.

Mr. Burton: Quite right.

Mr. Tindall: I would suggest that you adopt that paragraph, with this change, "with the employment of child labor under legal age."

(Suggestions consented to and clause adopted as amended.)

Mr. Thorn: I would suggest the clause re "Ontario Factory Inspectors" be taken as read.

(Consent given.)

Mr. Thorn read clause re "Assessment Act," which was adopted without discussion.

Mr. Thorn read clause re "Franchise for Incorporated Companies," which was adopted without discussion.

Mr. Simpson: Quebec compliments Ontario.

Mr. Thorn read clause re "Conditional Sales Act," which was adopted without discussion.

Mr. Thorn: I would suggest the clauses re "Ontario Election Act," "Quebec Insurance Bill," and "Assessment of Machinery," be taken as read.

(Suggestion adopted.)

Mr. Thorn read clause re "The Lacombe Bill," which was adopted without discussion.

Mr. Thorn suggested that clause re "Manitoba Taxation Commission" be taken as read.

(Suggestion adopted.)

Mr. Thorn read clause re "Nova Scotia Labor Commission," which was adopted without discussion.

Mr. Thorn read clause re "Metallic Roofing Company vs. Sheet Metal Workers' Union."

Mr. Harris: Pardon me for speaking so often, but there is one little thing, and yet it is not a little thing, that suggests itself in this clause. You will notice on page 32 it says, "On appeal to the Privy Council the case was ordered to be retried, because of a misdirection on the part of the presiding judge when addressing the jury." This case has cost thousands of dollars, and it will cost thousands more, and it struck me that as manufacturers are responsible for their own mistakes and those of their employees, why should not the Government or Judge be responsible for the latter's mistake? It is not a question of misinterpretation, but misdirection, something that every Judge on the Bench should know how to do. I claim that, if Mr. Thorn and those who are backing him up are put to a lot of expense, there should be some method of recovering from a man, be he judge or whoever he be, who will misdirect with such adverse results. If Mr. Thorn had been left to himself he probably would have been ruined.

The President: You would have to bring that case before Parliament. An analogous case is that of your doctor.

Mr. Harris: If you can prove malpractice in the case of a doctor you have got him and got him hard. This is a case of malpractice right on the face of it.

Mr. Thorn read the conclusion of the report and moved its adoption as amended, seconded by Mr. Harris.

Good Membership Literature.

Mr. Burton: Our friend Mr. Ewing was asking a little while ago for some literature that might be distributed to those people whom they wanted to become members of the Association, to show them how they would benefit. It occurred to me when we were going through this report of the Parliamentary Committee, alone, not to speak of the other reports, that in the case of any man who does not simply want to get actual cash value in his own individual case for everything he pays towards the Association, but feels by contributing his \$10 or \$15 or \$25 a year towards this Association that he is doing something that is benefiting the whole of the manufacturers of this country, we couldn't give him better literature than such reports as we have been considering this afternoon.

Advocates a Committee on Labor.

Mr. Moffat: Before you pass this report I would like to say that as the labor question forms the major part of it I would suggest that we appoint a Labor Committee. The

labor question is the most difficult one we have to deal with at the present day, and there is no doubt that in the future it will be more interesting than ever. The labor unions are pets of politicians, and they are well organized, and considering their numerical strength, as Mr. Harris has said, they are getting far too much attention. I don't see why our Canadian Manufacturers' Association should not have a Labor Committee, which should investigate and take action on behalf of the Association in the case of any unjust legislation.

Mr. F. Birks: That question has been brought up in the Manufacturers' Association several times, and it was decided that the Association should not put themselves in opposition to the Labor Unions. I think it would be a great mistake for us to put ourselves on record as being opposed to Labor Unions.

Mr. Murray: I don't think the Manufacturers' Association is opposed to Labor Unions; I don't think the Employers' Association, the Toronto organization, is opposed to Labor Unions; it is the work of the demagogues that arises out of the Labor Unions, that even the union men themselves do not like. In 1902 I proposed to the Executive Council that we establish a labor bureau in the Association. It didn't carry then and I don't think it will carry now, but I do

think that the Association would act wisely in keeping in touch with all the efforts that are being made by these men in the Unions who are leading their men astray. I had the pleasure of speaking a couple of days ago to one of the most prominent Union men in the whole organization here in the rotunda of the hotel, and he is quite of the same opinion.

The President: I believe our late Parliamentary Committee, which has been working on this question, should continue with the same work. Will you make a proposition to that effect?

Mr. Moffat: I happened to be in court the other day, and one of the first questions asked me was, Are you a member of the C. M. A.? Whether we want it or not the C. M. A. is an Association which is ranked as being against Labor Unions. You have to take notice of that and you might as well take it now as any time. The public believe this Association is against Labor Unions as they exist at present.

The President put the motion to adopt the report as amended, which, on a vote having been taken, was declared carried.

The President called for the report of the Insurance Committee, which was presented by Mr. Alfred Jephcott, Chairman of the Committee.

REPORT OF INSURANCE COMMITTEE

The Insurance Committee, in presenting its Annual Report, is pleased to record that the work of the year, both in quantity and importance exceeds that done in any preceding similar period. The following is a concise summary of the work that can be tabulated:

	No. of Risks.	Amount of Insurance.
Policies examined	103	\$ 8,178,490.00
Risks inspected	52	3,069,806.00
	155	\$11,248,296.00
Losses adjusted	7	\$196,947.14

Since the organization of the Department, on the 1st of February, 1905, the record in respect of these items is as follows:

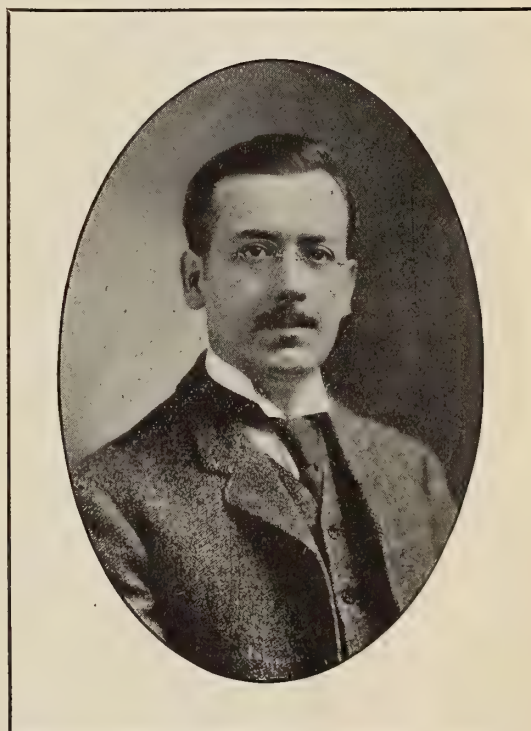
	No. of Risks.	Amount of Insurance.
Policies examined	303	\$24,338,747.00
Risks inspected	254	15,574,220.00
	557	\$39,912,967.00
Losses adjusted	21	\$363,123.95

As pointed out in our last Annual Report, it must be borne in mind that the gross total of nearly forty million dollars represents only insurance for the current year in which the risk was dealt with, and to ascertain the aggregate amount of insurance for the three and one-half years during which the Department has been in existence, the amount should be increased correspondingly. The total insurance that has passed through our office since its inception may be safely estimated at eighty-five million dollars. At the average rate shown by the Government Blue Book to be paid to all companies, namely 1.55 per cent., this insurance represents premium payments to the companies of at least one and one-half million dollars. The aggregate claims made on the companies in respect of this

large business, in the period of three and one-half years, as far as our records show, has been under \$57,000.

Fire Losses Adjusted for Members.

It will be noticed that during the year we were called



MR. E. P. HEATON

Manager Insurance Department, Canadian Manufacturers Association.

upon to adjust seven losses for Members, amounting very close to two hundred thousand dollars, and that, in the

aggregate, we have adjusted twenty-one losses, to an amount exceeding \$360,000. It should, however, be stated that in only three instances had the Department been previously consulted, and the losses in these cases were trifling. This fact must be considered in connection with the Statement of Losses that have occurred under policies and risks supervised by the Department, and the further Statement of Losses adjusted by us. We have been assured that the use of the Department in the important matter of loss adjustments has been much appreciated, and we believe it performs no more important work than the protection of the interests of those members who suffer from fire loss.

Automatic Sprinkler and Fire Fighting Appliances.

During the year the Department has superintended the erection of six automatic sprinkler equipments, and has been successful in introducing into many factories additional fire-fighting appliances, the usefulness of which we are constantly being advised of. It will be remembered that one of the fundamental purposes in the organization of the Department was the reduction of the fire waste, not only for the purpose of conserving the physical wealth of the country, but also of effecting reduction in insurance rates, and we record with much satisfaction that in both respects it has rendered efficient and satisfactory service. We are now able to obtain for members a number of the standard fire-fighting appliances at prices that are much lower than those ordinarily quoted, and enquiries of the Department in respect of matters of this kind will be welcomed and gladly responded to.

Legislation.

During the year the Legislatures of Quebec and Manitoba have dealt with insurance matters, while the Dominion Government has failed to bring forward its looked-for act embodying the views of the Royal Commission on Life Insurance, and of modernizing the general provisions of the "Insurance Act of Canada." In the opinion of the Committee, it is very unfortunate that the subject of insurance is dealt with by both Federal and Provincial Legislatures, but while this is a condition that is to be deplored, it must apparently be endured.

Quebec.—The bill, as introduced into this Legislature, contained clauses and sections admittedly instigated by the Stock Fire Insurance Companies, for the purpose of shutting out competition, and of preventing insurance with the New England Mutual Companies and others equally well serving the best interests of the manufacturers. The Montreal Branch, through a special committee, successfully resisted this attempt to pass the obnoxious legislation, and received such co-operation and assistance as we were able to give them. The Act was amended in a manner that removed the objectionable features.

Manitoba.—In the Legislature of this Province, the Insurance Act was amended in such a way as to prohibit the placing of insurance with companies not registered in the Province, except in clearly defined circumstances, and then only through special licensed brokers, the duties and privileges of the special broker being also defined. This Act was introduced and became law before the Department received any intimation that such a measure was before the House, otherwise we should have co-operated with the Manitoba Branch, as was done in Quebec, in an effort to avoid the adoption of pernicious legislation. We are advised that the Act, as passed, is probably "ultra vires" of the charter of the Province, and we are given to understand that this will shortly be tested in the courts. If the Act is held to be "intra vires," the incoming Insurance Committee, in co-operation with the Parliamentary Committee,

will no doubt take such action as may be necessary, with a view to safeguarding the interests of the Manitoba members. Meanwhile, the subject will be kept prominently in view, and further reported upon.

Dominion Government.—We had the opportunity of presenting to the Banking and Commerce Committee of the House of Commons the views of the Association, as adopted at the January meeting of the Council, upon the recommendation of this Committee, a copy of which was mailed by order of that meeting to every member of the Association. It is not necessary, therefore, that any further mention of the subject should now be made, except to say that, as no legislation has been brought down, it will necessarily be the duty of the incoming Committee to watch proceedings, and endeavor to have incorporated in any measure that may be brought down the resolutions adopted at the meeting of the Council previously referred to.

Reorganization of Department.

At the July meeting of the Executive Council, it was decided to more closely ally the work of the Insurance Department with that of the Mutual Insurance Companies organized under the auspices of the Association. The reorganization has been carried out, and whereas the Department Manager has been hampered in the past for want of proper assistance, this difficulty is now overcome, and a competent staff of engineers, inspectors and clerical force is at his disposal. Your Committee has every reason to hope and expect that, with the added facilities, the work of the Department, which has been steadily growing, will, in the year upon which we have now entered, see very marked progress.

Mutual Insurance Companies.

The complete organization of the Central Canada and Eastern Canada Manufacturers' Mutual Fire Insurance Companies followed shortly after the last Annual Convention, and both companies started underwriting on the first day of November last. At the last meeting, and in our last report, the course of proceedings and the difficulties that had been met and overcome were fully dealt with, and it is not necessary that we should now do more than record the complete organization of the Companies, and state that they are actively engaged in business.

At the last Annual Meeting, under the provisions of the Companies' Charters, you nominated the Manager of the Insurance Department as your representative on the Boards of Directors of these two Companies, and it seems fitting that his report should be made directly to you, and that it should follow the presentation of this report, and we have asked that this be done.

Inasmuch as the Manager of the Department has now become more closely associated with the Mutual Companies, your Committee think he should be relieved as your representative on the Boards of Directors, and they recommend that Mr. G. M. Murray be appointed in his place and stead.

Finances.

The Treasurer's report has already presented the financial aspect, and it is only necessary that the Committee should now express their satisfaction that, in spite of the large amount of work that has necessarily been performed without fee or compensation, the Department has not been a charge on the Association. The stated surplus, of \$1,951.40, is not wholly due to the work of the last year, but after crediting to the year such a proportion of the moneys refunded by the Mutual Companies as properly pertains thereto, the Department shows a small surplus, a

condition which, in the opinion of your Committee, is worthy of special commendation.

All of which is respectfully submitted.

E. D. Heaton,
Manager Insurance Dept.

Alfred Jephcott,
Chairman.

G. M. Murray,
Secretary.

Mr. Jephcott: Mr. President, in submitting this report there are a few words I would like to add to the report and which cannot very well be incorporated in it. I wish to point out in the first place that the work of the Committee naturally falls into two distinct classes, the work that is performed in a general way for the bettering of the conditions of fire insurance in Canada and which every member of the Association indirectly benefits by; and the other, the introduction of better methods of fighting fire and preventing great fire waste, one of the main things that the Committee was formed for doing. But, on the other hand, there is the special or specific work that is performed by the Department in the interests of the individual member, and it is in that connection I would like to say a few words this afternoon, because it is not often one has the opportunity of addressing so many members of the Association at one time, and we have found from our experience that the circularizing of members about this and other matters is not fruitful of very much result. It is almost deplorable, sir, and it is certainly astonishing, how many cases there are where policies of insurance are defective from one cause or another. Three years ago I would hardly have credited it, but during the last three years I have had ample opportunity of satisfying myself on the point that the large percentage of policies that have not been supervised by some competent and disinterested person are defective and full of discrepancies. Some of the policies themselves embody these difficulties, but more particularly is it the case in the forms and wordings and schedules applicable to the particular insurance itself. These are in many cases very loosely worded, very inadequately drawn and do not cover fully and properly the property that the assured thinks they do. We have had many experiences of this kind during the last three years, and thousands and hundreds of thousands of dollars have been lost to the insured simply and solely because of inadequate and poor wording of their insurance contracts. My appeal, therefore, is nothing less than this, that in their own interests all the members who have not consulted and taken advantage of the services of the Department, should lose no time in placing their insurance matters under the supervision of the Manager of the Department; the cost is very trifling, and for their own peace of mind it would pay them to spend the small fee that is charged. Many of the large concerns have adopted the practice of placing their insurance through the hands of some special broker, who probably handles it all. I have no fault to find with the broker, but I would like to leave this thought with you, that the broker is not acting solely in your interests; he is primarily representing the particular company he is agent for in the first place, and indirectly the other companies, and lastly yourself. He is paid by the companies, and consequently he is not of the same independent mind and has not the same singleness of purpose that the Manager of our own Department has. So that even to those members who place their insurance entirely through the hands of a broker and think their insurance is in the very best shape, I would suggest that they supplement that by allowing the Manager of our Department to look over their policies and insurance con-

tracts, to be satisfied that they are what they should be, so that in any case they should meet with a loss from a serious fire they will be able to collect every cent of the insurance they have been paying for for years. I have nothing more to add except to formally move the adoption of the report. (Applause.)

The adoption of the report was seconded by Mr. Roden.

The President put the motion, which, on a vote having been taken, was declared carried.

ANNOUNCEMENT BY SECRETARY.

The Secretary: I have two suggestions to offer to the meeting, Mr. President; one has reference to the guests, or



Traders' Bank Building, Toronto

(Head Office of the Canadian Manufacturers' Association)

rather to him who was to be our principal guest at the banquet, Lord Strathcona. I received a letter from His Lordship just as he was leaving Quebec for England in August, stating that he expected to be back in time and would be able to be with us at our banquet. Press despatches that have come in within the last few days indicate that His Lordship is still in England, so that I think it is going to be impossible for him to get across in time. I would suggest that we send a cablegram to His Lordship, so that we may have his reply in time for the banquet.

The President: I think that should meet with your approval.

(The suggestion was adopted.)

The Secretary: The next suggestion I have to offer has reference to the Committee on Nominations and Resolutions, which is to meet at six o'clock to-morrow evening, or rather at such time as the party gets back from the harbor trip.

We are unfortunate in not having with us to-day a number of the Chairmen of the Standing Committees; whether they will be here to-morrow or not I do not know; but in order that the resolutions that are to go before that Committee may be fairly and fully discussed I would like to suggest that you authorize me to add to the Committee for the time being the names of all those Past-Presidents of the Association who are registered at this Convention.

The President: That will require a motion.

Mr. J. P. Murray moved, seconded by Mr. Tindall, that the suggestion of the Secretary be adopted.

The President put the motion, which, on a vote having been taken, was declared carried.

The Secretary, reminded the members of the invitation

of Principal Robertson to visit the Macdonald Institute on Saturday, and stated that this Institute was certainly one worthy of a visit from every member of the Association, and in view of the courtesy which had been extended, he, as an officer of the Association, felt a certain amount of responsibility in seeing it was to some extent responded to.

The Secretary also read a letter from the Secretary of the Amateur Athletic Association, extending the privileges of the Association to the members of the Canadian Manufacturers' Association.

The President called upon Mr. Heaton to present his report as Manager of the Insurance Department.

Mr. Heaton presented his report as follows:

REPORT OF MUTUAL FIRE INSURANCE COMPANIES

In accordance with the privilege conferred by the Act of incorporation of the two mutual fire insurance companies organized under the auspices of the Association, at the last annual convention you appointed me as your representative on the Board of Directors, and the Insurance Committee have deemed it wise that I should make my report directly to you.

The members present at the last convention will recall the appeal made to those who had previously signified their willingness to support the companies, to the extent of the preliminary applications which they had signed, to meet the final unusual and unexpected demand of the Government for cash payments to the extent of twenty thousand dollars, in addition to the other exacting demands of a deposit of fifty thousand dollars for each company. Following the explanation made at the last convention, letters were addressed to those interested, and within a space of ten days all that the Government had demanded, and more, had been received. Thus the last difficulty had been overcome, and on the 23rd of October a license was granted to the Central Canada Company to commence business, followed a few days later by that for the Eastern Canada Company. I think I may safely say that compliance with the most exacting requirements of the Government was only possible by an organization such as the Canadian Manufacturers' Association, and then only because of the unanimity with which the plans of the Insurance Committee were endorsed.

It is not my intention, nor do I presume it to be your wish that I should present any financial statements. At the close of the year (December 31st) these will be presented to each member in a manner similar to that adopted at the close of last year, but a general outline of the methods adopted in the management and control will serve to show how carefully the interests of the members, and of this Association, are protected; and it is on this point particularly that you will naturally expect me to report.

The boards of directors are each composed of fifteen members, who have met at intervals during the year, but the burden of the work usually delegated to and performed by directors has been undertaken by two committees, viz., Finance and Underwriting, each consisting of five members. Regular weekly meetings have been held, and at the commencement and for some months thereafter the most careful and exhaustive consideration was given to plans, risks, and every feature of the companies' business. I think it due to those directors who freely and without compensation gave up an hour or two, sometimes more, on each of two days a week, to say that the task undertaken was carried out with a completeness that could only have been inspired by a strong and earnest desire to serve their fellow-members, not for any

slight gain or saving there might be to them or their firms in the small amount of insurance the two companies were capable of carrying, but that the system of mutual fire insurance might be laid down on safe lines for the general benefit of the manufacturers and with an eye to the future rather than to the present.

It will be evident to all present that in introducing a new system of insurance into Canada many difficulties have been encountered in the formulation of plans, the training of a competent staff of assistants, inspectors, and canvassers, and the perfecting of an organization capable of conducting the business at a reasonable cost. Problems arising from the diversified interests and the great extent of territory to be covered have also required the most serious consideration of the directors, and a full measure of their time has been given to overcome the difficulties arising from both of these sources. One by one they have been successfully met, until, at the close of ten months' experience, it may safely be said the experimental stage is largely passed.

As your representative on the directorate of the companies, I think I should record some impressions I have gathered in respect of the relations of the membership of the Association to them. It is, of course, gratifying that 334 members have, mostly unsolicited, become interested in the companies, but fourteen out of every fifteen members are still out of touch with this important development of a branch of the Association's work. It should be plainly stated that it is a physical and economical impossibility to canvass all the members of the Association to secure their co-operation, and much of the success of the companies will depend upon the general view taken by you of your responsibility to the companies you have yourselves organized for the general good.

In some quarters there has been shown a disposition to treat these companies as competitors in the field of insurance on a strictly commercial basis, and unless a definite and proportionately large saving could be guaranteed, members have declined to implement preliminary applications, and have refused to back up the work originated and carried on for their benefit. Against this it has been remarked over and over again that the value of these companies to members should not be measured by the immediate saving of a few dollars in the insurance account, but in reality on the influence they possess and exert in the insurance market of the Dominion and in the betterment of general insurance conditions.

Again, a disposition has been manifested at times and in some quarters to resent the views of the directors as to the eligibility of risks for the amount of insurance applied for; all that we ask or nothing, has been the attitude. The direc-

tors have on several occasions been embarrassed along this line, and they have felt that a little more consideration might have been shown to them than to deny to the companies all participation in a risk because they were unable to accept all that was offered. From the very commencement it has been apparent that this particular difficulty would be met, yet it should not if members would for one moment realize that the only safe and prudent course to follow is one that maintains the principle of equality between all the insured.

In conclusion, I would like to state, as emphatically as my position warrants, that the companies are undertaking a work on your behalf which should enlist your fullest support. A number of your confreres are giving much time and thought to ensure the successful operation of the two companies now organized and to lay the foundations of a system that will eventually give our Canadian manufacturers results equally favorable to those now derived under similar systems by manufacturers in the United States. It is not unreasonable, therefore, that I should place upon you the responsibility of making their task easy by a hearty and general co-operation.

All of which is respectfully submitted.

E. P. Heaton,

Manager Insurance Department.

Mr. Burton moved, seconded by Mr. Beer, that the report be adopted.

Mr. Firstbrook: I don't wish to criticize the report unfavorably, but I just wonder whether the expression that Mr. Heaton has used in his report fully covers the responsibility the directors of the companies assume and the time they give towards the work of the companies. He says an hour or two twice a week. They may attend meetings twice a week, and it may take them an hour or two to do so, but I don't think that that would cover by any means the time they give to the consideration of these companies. I don't know but what it would be worth while changing the wording there just a little.

Mr. Burton: I suppose what Mr. Firstbrook wants to include is the hours they lay awake at night thinking it over.

Mr. Firstbrook: No; I want to take in a liberal allowance for their time, without specifying any number of hours, because I am quite sure that one or two hours a week, as stated, will not cover the time that is given to this work.

The President put the motion to adopt the report, which, on a vote having been taken, was declared carried.

The President called upon Mr. W. B. Tindall to present the report of the British Office Committee.

REPORT OF BRITISH OFFICE COMMITTEE

The report which your British Office Committee have to submit on this occasion deals with the causes that led to the closing of the Association's Labor Bureau in London last winter.

Strictly speaking, there was but one cogent and valid reason for taking this step, and that was that the office had ceased to justify its existence as a business enterprise. There were, however, other influences at work tending to make the Department unpopular, not only with those who availed themselves of its services, but with the Association generally, and in order that these may be on record for the guidance of any committee that may hereafter be appointed to consider the advisability of reviving this branch of Association work, it has been thought well to set them forth by way of introduction to the report proper.

Difficulties Encountered

It will be recalled that, at the Annual Meeting a year ago, reference was made to certain difficulties which, even at that early stage, the committee in charge were beginning to encounter. Complaints were being made that the help supplied was unsatisfactory; that hands for whom a fee had been charged had never reported for duty; or worse still, that parties whose passage had been advanced had left their posts without discharging their indebtedness. Your present Committee had been in office only a short time, when it was discovered that grievances of this character were multiplying instead of decreasing. In some cases, letters were received, stating that men had been engaged through our London office to perform a certain work, who had never even learned the trade involved. In other cases, the Association was censured because its accredited representative had recommended the prepayment of fares for men who were either worthless, or dishonest, or both. Failure to observe specific instructions formed the basis for still further complaints, while, on several occasions, men who had been hired abroad claimed, on reporting for duty, that they had been promised a rate of wage higher than what actually prevailed.

So frequent and vigorous did complaints of these and

other kinds become that at two meetings the time of your Committee was devoted almost entirely to advising the Secretary as to the line of action to be pursued.

Sometimes it would be found, upon investigation, that the complaint was justified; in these cases the Department's fee was promptly cancelled, and permission asked to engage new hands to replace those that had proved unsatisfactory. At other times it would be found that the employer had only himself to blame, perhaps because of his failure fully to instruct the London agent upon points that were essential, or perhaps because of his neglect to observe ordinary business precautions at this end; in these cases it was hard to decide whether to insist upon the payment of the fee to which the Department was justly entitled, and, by so doing, run chances of antagonizing a member, or to forego the Association's claims in an effort to placate the one who felt aggrieved.

That the Association would have been justified in almost every instance in pressing for a settlement in full can scarcely be doubted, especially in view of what was said in the circular announcing the establishment of the Department. "It should be made clear," read this circular, "that the Association cannot guarantee results. While we know that Mr. Leopold will exercise the greatest care in selecting men, to see that they are competent to do the work that will be required of them, and that they are sober, honest, and industrious, the Association cannot guarantee that they will give satisfaction. Mr. Leopold's record indicates that cases of dissatisfaction will be rare, but when they do occur, as they undoubtedly will from time to time, it is understood that the party using his services will not be relieved from responsibility for the amount of the fee involved." With this statement before him, everyone who made application to the Department for help should have been prepared to pay the customary fee upon receipt of notice that the help had been engaged and ticketed through to destination. And yet one can scarcely blame the member who, having already suffered financial loss through acting on the Association's advice in regard to the advance of passage money, demurred at paying a fee

to the organization that had served him so badly. To have pressed such a member for payment might have created the impression that the Association was narrow and grasping; so that there was scarcely any other course open to your Committee than quietly to allow the matter to drop.

The Other Side of the Question.

In the investigation of these complaints from Mr. Leopold's point of view, your Committee were fortunate in being able to avail themselves of the services of one of their members, Mr. Bermingham, who visited Eng-



MR. ALF. BRITTAIN

(Atlantic Fish Companies.)

Member of Convention Committee.

land in November. After a careful examination of the methods employed by Mr. Leopold in filling applications, and after the closest enquiry into the facts surrounding those cases where dissatisfaction had occurred, Mr. Bermingham was able to report that the duties of a particularly difficult office were being discharged conscientiously, and with a degree of success which, under all the circumstances, was really most gratifying.

In order that he might be in a position to serve members promptly and efficiently, Mr. Leopold had established connections in all the leading industrial centres throughout the United Kingdom, and frequently spent more money in advertising for the help required than he could possibly earn on his booking commissions. To fill the simplest application entailed a great deal more work than the average Canadian employer had any idea of. An advertisement

inserted in a London daily for machinists, for instance, might easily bring a hundred applicants, yet a personal examination into the qualifications of every one of the hundred might fail to disclose a single man competent to fill the position in view. When, after a good deal of trouble, a likely man was met with, his references all had to be looked into and his testimonials verified. If the latter were found to be forged, as was sometimes the case, the search had to be commenced over again. If genuine, there was always the chance that the person signing the same had, from motives of pure charity, given a recommendation to an unworthy person, in hopes that new work and new surroundings might make it easier for the delinquent to mend his ways. It is perhaps worth recording that references by clergymen were found to err in this respect more frequently than those issued by business houses.

As regards the advancing of passage money, Mr. Bermingham satisfied himself that it was almost a necessity in some trades, owing to the fact that low wages and unsteady employment had prevented those working at same from laying anything by. Where possible, it was always Mr. Leopold's practice to secure advances by the personal guarantee of friends of the employed, but this, of course, could only be done at rare intervals. Efforts had repeatedly been made to effect some sort of arrangement with a reputable bonding company to insure the repayment of fares advanced. Eventually, Mr. Leopold was successful in this, but only when it was too late to be of service.

What particularly pleased your Committee in Mr. Bermingham's report was the fact that so many members served by Mr. Leopold had written him, expressing their entire satisfaction with the manner in which the work had been performed. It had, of course, been taken for granted by your Committee, when a fee was paid without comment, that the work had not been wholly unsatisfactory; but to have this direct evidence of efficient service from so many quarters, especially after the office had been severely criticized, was more than gratifying.

Everything considered, your Committee have little to find fault with in Mr. Leopold's management of the London Labor Bureau. It is true that on some few occasions he exceeded his instructions, while, at other times, he may have shown an inclination to interpret those instructions too literally; but in both cases he seems to have been actuated solely by the desire to fill his orders promptly, and with satisfaction. That he sometimes failed to please is, we believe, due not to any lack of honest endeavor on his part, but rather to the difficulties of the task he was called upon to perform, and even under the management of the most competent and experienced labor agent in the United Kingdom, there would still have been complaints from precisely the same causes.

Closing the Office.

Embarrassing as the adjustment of these difficulties proved to be, it is certain your Committee would have continued the office had there been anything to indicate that it was likely to be of further use. But, with the advent of the industrial and financial depression last fall, the labor situation became greatly relieved. Where, a few months before, there had been a scarcity of skilled help, there was now an abundance in all lines of trade. From September to January only two firms made application to the Association's Labor Bureau, and the sum of their requirements totalled but nine men. In response to a letter addressed to every member, whose order given earlier in the year was still unfilled, it was learned that the balance of the help was no longer required. For the time being, therefore, the office had nothing to do, and as it seemed

highly improbable that business would improve within the year to such an extent that the plethora of labor would again be converted into a scarcity, it was decided to avoid further expense by notifying Mr. Leopold that his contract would not be renewed.

From the commencement of operations, the total number of hands engaged was 520, including men, women and minors. In all, 66 members made use of the office, and became liable to the Association for fees aggregating \$1,651.00. Of this amount, \$778.75 had been collected up to July 31st, \$56.45 had to be cancelled for one reason or another, while the balance, \$815.80, was still standing upon the books.

The total disbursements on account of the British office to July 31st were \$2,575.61, receipts \$778.75, leaving a cash deficit of \$1,796.86. This will be reduced somewhat by collections still to be made, but as a considerable percentage of the book debts are a doubtful asset, which, sooner or later, will have to be written off, it is thought that eventually the Department will be shown to have cost the Association about \$1,600.00.

Outside Criticism of the Office.

Before concluding this report, it is only proper that some reference should be made to the criticisms levelled against the Association and its Labor Bureau by certain members of Parliament during the session recently closed. For reasons best known to themselves, these gentlemen thought well to impute to the Association rather sinister motives in opening the office in London, alleging that it was for the purpose of creating a surplus supply of labor in Canada and forcing down wages. It was further alleged that, to attain this end, the Association was engaging in a campaign of wholesale misrepresentation. Nothing, of course, could have been wider of the mark, a fact made clear by the announcement sent to members when the Department was inaugurated. "In inviting you to make use of his (Mr. Leopold's) services," read the announcement, "it is important you should bear in mind that it is no part of the Association's policy to flood the Canadian labor market. On the contrary, the Association wishes to discourage, as far as possible, the importation of workmen for whom there is no prospect of permanent employment."

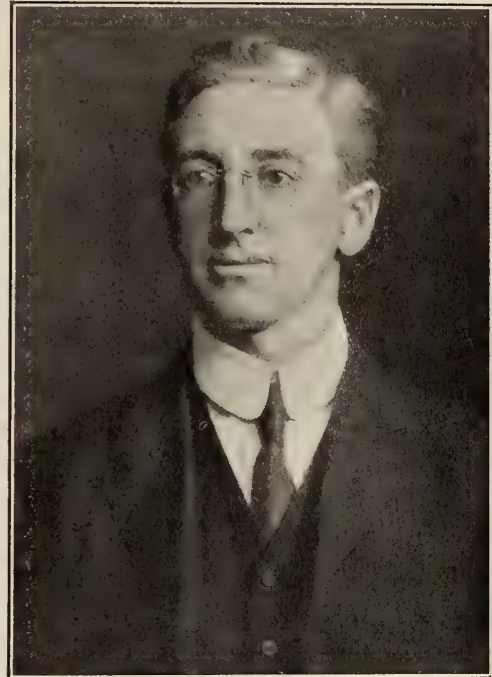
To anyone taking the trouble to investigate the method of operation followed in our Labor Department, it would have been apparent that we acted throughout in a perfectly straightforward manner, and in absolutely good faith, seeking only to obtain such help as was unobtainable at the time in Canada. It would further have been apparent, from the pains we took to secure from the employer full and certified information on all points likely to be of interest to the prospective employee, that, instead of lending ourselves to misrepresentation of any kind, we endeavored to guard against it in every way possible.

Misrepresentation of Association's Work.

That we should have been accused of such things by the representative in Parliament of the Trades and Labor Congress is perhaps not so surprising, for the partisan zeal of the union advocate is at times likely to run away with his good judgment; but it is a very different matter when a responsible Minister of the Crown goes out of his way to accuse the Association of questionable practices, and to lay at its door a large share of the responsibility for a condition of affairs which can only be regarded as deplorable. On December 17th, in response to an enquiry as to whether one Rumsey, an agent who had been shown to be guilty of serious and deliberate misrepresentation, was in receipt of bonuses from the Government, the Minister

of the Interior replied that he was not, but that, from the nature of his advertisement he (the Minister) fancied Rumsey might be an agent of an institution known as the Canadian Manufacturers' Association. Such an assumption, which there was nothing in the Association's record to justify, might well have been resented, but for the peculiar irony of fact which made it ridiculous; for it so happened that the Association had already been busy collecting evidence for the Minister's colleague, the Minister of Labor, to assist in the prosecution of this party, having been prompted to do so solely by the desire to discourage practices with which it had no sympathy.

On a subsequent occasion, the Minister of the Interior quoted an advertisement which had appeared in an English paper on December 13th, over the name of Mr. Leopold, as agent for the Association, stating that he had openings in



MR. J. H. SHERRARD

(The Alaska Feather and Down Co.)

Member of Convention Committee.

Canada for hundreds of skilled workers in all trades. From the fact that the unemployed problem was at that very time beginning to assume serious proportions in our larger industrial centres, the Minister proceeded to argue that responsibility for this unfortunate situation must rest largely upon the Association. As regards the advertisement, your Committee learned, upon enquiry, that it had first been inserted at a time when the applications on hand quite justified it. In September, however, it had been cancelled, and its subsequent insertion was wholly unauthorized. A signed statement to this effect, together with an apology, has since been secured from the editor. It is, of course, unfortunate that the mistake should have occurred, but the Association can in no way be held to account for it. Neither does it seem reasonable that the Minister who, at one moment, takes credit to himself for having brought the immigration for the year over the 300,000 mark, should in the next breath seek to unload all responsibility for the unemployed problem upon the shoulders of an organization

whose books show that it brought to Canada, all told, only 545 souls, including men, women and children. From this, it must not be assumed that your Committee wish to cast any reflection on the immigration policy of the Department of the Interior; their only object in stating the facts is that the Association may be publicly vindicated.

It must be admitted, however, that all these charges have helped to discredit the Association in the eyes of people before whom it was impossible to lay an explanation, and, in view of this fact, it would be well for the Association, before reviving the office, to weigh carefully the advantages and the disadvantages that might be expected to flow from it.

All of which is respectfully submitted,

Geo. W. Watts,
Chairman.

G. M. Murray,
Secretary.

Mr. Tindall: Mr. President, Vice-President, and Gentlemen, —I have been asked to present to you the report of the British Office Committee, in the absence of the chairman, and in doing so, instead of reading to you the whole of it, I will simply read the two last paragraphs, the "Outside Criticism of the Office" and "Misrepresentation of Association's Work," although I would ask you to read carefully yourselves the forepart of that report, because I think if you do you will understand the situation of the British Office Committee and the

difficulties they had to contend with much better than in any other way; but, as time is pressing, we may take that as read, and you can look it over more carefully later. These two paragraphs, I think, want particular attention. (Reads clause headed "Outside Criticism of Office.") I may say, gentlemen, in all the meetings of the committee I attended, and in all the facts we gathered, a great deal of time was spent, and every effort was made to get all this information absolutely fair and reliable; but I don't think any gentleman, unless he had been on such a committee, unless he was brought in close contact with such matters, could have any conception of the difficult matter that it was to get the thing in the shape that the committee would have desired. That they did so well is a matter for congratulation. (Reads clause headed "Misrepresentation of Association's Work.") I have much pleasure in moving the adoption of this report, seconded by Mr. Roden.

The President put the motion, which, on a vote having been taken, was declared carried.

At 4.30 p.m. the convention adjourned until Wednesday, September 16th, at 10 o'clock a.m.

WEDNESDAY, September 16, 1908.

At 10 o'clock a.m. the President called the meeting to order, and stated that the first business on the programme was the report of the Railway and Transportation Committee.

DISCUSSION ON PRESIDENT'S ADDRESS

Mr. Louis Simpson Analyses Some Subjects Discussed by Hon. Mr. Rolland

Mr. Simpson: Mr. President, before we proceed with the reports, I would ask permission to say a few words about your most admirable address of yesterday. Yesterday you, with your active brain, read the address so quickly that very few of us could properly follow it or take in the admirable matter which you placed before the Association, and I think it is the duty of this Association that we should now, after we have had the opportunity of reading that address in the papers, consider further some of the points which you have raised. One point I am very glad you spoke strongly upon was the present deplorable condition of the woollen trade. As the woollen trade is to-day, the cotton trade may be to-morrow, and I think everybody interested in Canada, in textile trades, should consider your remarks very earnestly. When we had a protection without a preference to England it was possible for the textile trades of this country to do a business that was satisfactory to everybody concerned; but, with the present preference which our Government has allowed to these manufactures, when the trade is bad in England it is utterly impossible for Canadian manufacturers to pay the enormous increase that they are paying over the English price of labor, and to conduct their business at a profit or even at a small loss, and I think it is necessary that the Government and everybody in Canada should properly realize the position. It has been suggested that the Government be requested to send to England a commission of experts to enquire into the difference in cost of manufacture in England, as compared with Canada, in the textile trade. Such a commission, if properly filled, would be, I think, of great use; but a commission that was composed of party heelers, of out-of-place politicians, or even Ministers who had some preconceived ideas upon the question, and who would, if they reported fairly, have to admit that they had done wrong in the past, I do not think would be of any use; but if it were possible for the Government to send to England and to Ger-

many a commission of experts, I think they would then find this, that the present protection given to textile goods against the Canadian manufacturers does not cover even the increased cost of the wages which we manufacturers in Canada have to pay to our help. Then, further, they would find that, under ordinary circumstances—that is, when the trade is in its ordinary condition, or when it is in a bad condition—that the buyers of Canada will not pay the Canadian manufacturers the price, being the cost of the goods in England, plus transportation and duty. I have it before me every day of the week, where they expect to get the Canadian-made goods, although fully equal in quality to the goods made in England, at a quarter, at a half, at three-quarters of a cent less per yard; and, further than that, Canadian buyers will not respect their contracts when placed with Canadian firms, although they have to respect those contracts when placed with English firms; and this in itself is a great burden upon the manufacturers. In the times when trade was prosperous in England we Canadian manufacturers were content to give up a large proportion of the profits which the manufacturers in England were making in order that the help here might be paid a much higher rate of wages; but it is impossible for us to do this when trade in England is bad, and while the different trades which compose the textile trade are all losing money. We here, who have all these trades together to-day, have to face the peculiar losses of all those trades, and when to that is added the enormous increase in wages, it becomes a serious matter.

Who Pays the Duty?

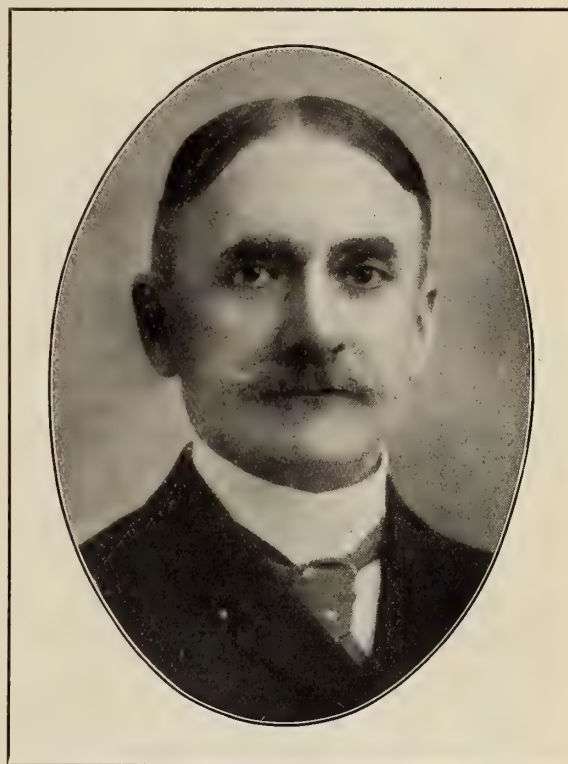
I therefore thank you, Mr. President, for bringing this matter up before us. It is very important that the politicians of both parties should understand just our position; it is very important that the farmers should understand our position. It has been stated by Prof. Goldwin Smith and people of his

class that every cent of protection which is levied in this country comes out of the pockets of the farmer. I want to deny that most emphatically. (Hear, hear.) I mean to say that it might be true if there were no manufacturers; here, but as long as we manufacture in Canada we prevent the merchant from making the consumer pay all the duties. I mean to say this, that, under present conditions, if there were no manufacturers of textile goods in Canada, the consumers would be paying a great deal more for their supplies than they are to-day; and it is the manufacturers who prevent the merchants from realizing for themselves big profits; it is the manufacturers who are enabling the consumers to buy good, well-made, pure goods at a reasonable price; and if it were possible for the manufacturers to be all wiped out of Canada to-morrow, the consumer would have to pay a great deal more for goods than he does to-day. Gentlemen, we want to get closer to the farmer; we want to let the farmer know these truths. Manufacturers have been maligned too long, and I think our organ should be so directed that these truths can be placed before the farmer; let them understand the interests of the farmer and the manufacturer are the same; let us combine as against the working classes, who, by the help of unions, have been trying to raise the price of unskilled and half-skilled labor.

I notice, Mr. President, also, that you have very kindly drawn our attention to the question of transportation. This is a question which we have all thought a great deal about, so much so that the Association has a special department for this purpose, which department, I am glad to say, is doing a very good work. A great many abuses in the past have been redressed, and are being redressed, and I am hoping the good work of the past will be carried on even to more advantage. But I would ask you to consider this question in another light. In the eastern part of Canada the manufacturers and those dependent upon them, including the farmers in the East, have, out of their pockets, paid millions of dollars towards the opening up of the West. It was the money of the East that bought the West in the first place; it was the money of the East that enabled the C.P.R. to be built; it is the money of the East, very largely, that is enabling the Grand Trunk Pacific to be built, because, if we have not actually found the money, it is our credit that has found the money. We are told by politicians that the tariff cannot be in any way altered, because the West won't have it. We are faced, therefore, with this problem that, after we have made the West—after we people in the East have made the West—the West is going to refuse aid to us. We have given them every chance of being; we have made it possible for them to make large profits in the growing of wheat; we have spent our money lavishly in giving them the means by which their produce can be taken to the markets of the Old Country, and, in return, they are determined to make things so that here in the East we cannot live; they are making it so that those in our employment have to receive lower wages. I am sure that there is not one manufacturer in this room who would object to paying his help high wages, provided in doing so he could have enough to pay interest on capital. I do not believe, gentlemen, it is too much to ask to be so placed that we can make a profit of 8 or 10 per cent. upon the capital employed in our business, when it is at the risk of fires, of strikes, of changes in fashion, or bad management. You can lend money in the West and get 8 per cent. interest, on no risk whatever; and surely it is not too much for us to expect 8 or 10 per cent., although the Minister of Finance told me that 6 per cent. was a good return on a large manufacturing concern. I do not think it is. I think it is right that everyone should have his due, even the manufacturers and capitalists.

The Improvement of Our Waterways.

At the same time, gentlemen, I would not lose sight of the fact that we have a duty to perform. We have done these things because we believe in Canada; and, notwithstanding the fact that the West to-day has not seen these matters in the way we think it should, it is our place to educate it. It is not our place to hold our hands; and I would ask you to consider more fully than has been done in the past the great advantage that there would be, not only to the West, but to the East, of the Georgian Bay Ship Canal project. I know that there are many in this room who are not very favorably disposed to that project. I only ask those gentlemen to go carefully into that matter and consider it. It is not yet a live project, but I, who have lived for some time on the Ottawa River, and have made this matter a study, can assure you, gentlemen, that it is one of the biggest projects that has



MR. LOUIS SIMPSON
Montreal Cotton Co.

ever been before the Dominion of Canada since the C.P.R. project. If that project were carried out in its entirety it would give Canada the control of wheat transportation from the West for all time. As it is now, we are faced with a very acute position in the United States. Sometimes we are on top; sometimes they are on top. Just now, thanks to the Harbor Commission, this year we seem to be on top; but they have plenty of dollars down in the States, and we do not know how soon it will be before our friends in the States may make improvements, which they can make very easily, and which will then put them on top. It would seem to me that it is much better for us to go the whole hog, and spend our money on a scheme which our friends in the States cannot go one better on; and therefore, Mr. President, I am very pleased indeed to read your remarks in this connection. You will pardon me for taking up so much time in the meeting, but I felt called upon to say these few words. (Applause.)

Seek the Interests of All Classes.

The President: In my address I tried throughout to make you understand that the manufacturers were the best friends

of the agriculturists and consumers. You take the questions of pickles and of tobacco which have been discussed, these are questions in which the farmer is very largely interested. Moreover, where a manufactory is established in a village it is of great benefit to the farmer. I have an example myself. When we started in a certain village there were two houses; now we have twenty-five buildings, and whereas the farmers used to go and sell their produce elsewhere, they now are able to sell it in the village. These people understand this, and the advantage of the manufacturers to them. This point should be impressed upon the farmers, that the manufacturers are their best friends.

So also with the workingmen. The subject of technical education, the study of which has been going on, has been for the workingmen, for the purpose of bettering their education and improving them. No doubt this discussion which has been going on in these meetings will be taken up in the papers, and I trust it will be understood that what we are considering is the interests of the Dominion at large, the interests of all our people. I trust that this address will be discussed in the sense in which it is given, not for political

purposes. Such will be the case if it is placed before the people as we have presented it, not as working for one or the other party, but working and discussing these matters for the good of the people in general.

If there are no other remarks we will proceed with the orders of the day. The first is the report of the Railway and Transportation Committee, to be presented by Mr. Dunn.

Mr. W. R. Dunn, in presenting the report, said: Mr. President and gentlemen, I have very much pleasure in submitting the Annual Report of the Railway and Transportation Committee. This report, as you will notice, is fairly lengthy, covering some twenty pages odd, and out of deference to some of the gentlemen who spoke yesterday we have tried to make a synopsis of it. We find, however, that it is very difficult to shorten it and still give intelligent information to every person here. Some of the sections wherein figures are given can be taken as read all the way through.

The President: After the meeting of yesterday some members thought we should have the reports read, so that they could be discussed with better intelligence. Each section should be read and discussed.

REPORT OF RAILWAY AND TRANSPORTATION COMMITTEE

Your Committee, in submitting their annual report for the consideration of the Convention, take the liberty of directing attention to a few of the principal features which have guided them throughout the year.

The aim of your Committee has been to bring about a reasonable adjustment of rates and classification and conditions of carriage, and anything it has been able to accomplish to that end has accrued to the benefit of the whole shipping public.

The Railway Act forbids the exaction of unreasonable charges and prohibits discrimination between persons and localities.

Prior to 1903 there were many practices and conditions imposed and recognized by the carriers which are now contrary to the spirit of the Railway Act of that year, and, although they have been continued to some extent, they are gradually disappearing as the principles of the law become better understood by all concerned.

Rates are no longer the property of the individual, but rather of the community. The railways are conceded the right to initiate the rates subject to the regulations of the Board of Railway Commissioners, but once they are legally published they are no longer the rates imposed by the railways, but those imposed by law. Shippers must necessarily have knowledge of the rates. Ignorance is no excuse in case of wrong quotation or misapplication. Once a rate has been legally published, and so long as it remains uncanceled, it cannot be changed or altered by the shipper or the carrier. Therefore, the necessity for an organization which will furnish its members with reliable information and safeguards their interests is apparent. The benefits derived by the Association from the Department in this respect are substantial and permanent.

Several important matters affecting rates and classification were adjusted with the railways during the year, by conference and with the assistance of the Chief Traffic Officer of the Board of Railway Commissioners. Other matters which could not be so adjusted were taken to the Board, and in some cases satisfactorily disposed of; in others judgment is pending.

When questions arise with the railways affecting the Association as a whole or any of its members they are placed before the proper officials with a statement of the facts. This policy is fully recognized and prompt consideration given our representations.

The railway traffic officials have extended every courtesy to the Department throughout the year.

A number of changes and reductions in rates and classification, as well as changes in the conditions appertaining thereto have been made by the carriers themselves, so that there has been a marked improvement in transportation conditions generally.

Members have used the Department freely during the year, and there has been a large increase in correspondence. Assistance has been given in the settlement of disputed claims which have been long outstanding, and in other matters of individual interest; information furnished in regard to rates, classification and conditions of carriage, and all enquiries pertaining to transportation matters have received prompt attention.

Your Committee wishes to place on record, on behalf of the Association, its appreciation of the work of the Board of Railway Commissioners for Canada, and to acknowledge the courteous treatment extended by the Board and officials during the year.

Little more is attempted in this report than a general statement of the principal matters before the Committee and the Transportation Department during the past year.

The following matters of a general character were dealt with:

Readjustment of Freight Rates.

The last annual report of the Committee dealt at some length with the order of the Board of Railway Commissioners in the International Rate Case. No date was fixed in the order upon which the new rates would become effective. Assurances were had that they would probably go into force on November 15th, 1907, the date upon which it is usual for winter rates to take effect.

After a reasonable time had elapsed the railways were

communicated with and replied that it was impossible to give any definite information as to when the new rates would take effect, owing to some unexpected difficulties in connection with the new tariffs.

Immediate action was taken to compel the railways to conform with the order of July 6th, 1907, of the Board, and the following order was made by the Board, dated November 13th, 1907:

In the Matter of

The application of the Canadian Manufacturers' Association and the shippers who were heard and represented at the hearings held by the Board in Windsor and Chatham, Ont., in the month of May, 1906, and of the Board of Trade of the City of Toronto;

Whereas, by order of the Board No. 3258, dated the 6th of July, 1907, the Board directed that certain revised tariffs of freight tolls were to be prepared and published and filed by the railway companies;

And whereas it has been decided to fix a date upon which the said tariffs shall come into force;

Upon the report of the Chief Traffic Officer of the Board,

The Board doth order:

That the revised tariffs of freight tolls referred to in the order of the Board No. 3258, dated the 6th of July, A.D. 1907, be, and they are hereby ordered to come into force from points in Canada not later than the 1st January, 1908."

The attention of the Board was called to the fact that the railways had put into force on November 15th, the old winter rates, disregarding its order. The Board stated in reply that it had not felt itself at liberty to take any action with reference to the putting in force by the railway companies of their winter rates, and that on account of the shortness of the time the matter of these rates should remain as at present, subject only to the order of the Board requiring the new rates to be brought into force by the 1st of January. The Board also stated that strong pressure was being brought to bear by some of the railways for a re-hearing of the whole matter, and that any further action with regard to these rates must necessarily result in re-opening the whole subject. In view of the above no further action was taken by your Committee.

All local class tariffs (known as "Town Tariffs") in the territory affected went into effect on January 1st, 1908. The order of the Board required that these tariffs be on the same mileage scale, and shortest workable mileage to be used. Formerly a separate and distinct tariff was issued for each town. The rates now apply both ways. One tariff is made to serve a number of distributing centres in the same territory. As an illustration, one of the new class tariffs covers forty-three towns, which rates apply to and from over 700 different points.

In the application of the short line mileage it was found necessary to reduce many of the rates not formerly provided for in town tariffs (so-called), so that there was practically a revision of all freight tariffs throughout Eastern Canada.

The revision of rates to the Maritime Provinces and the issue of joint tariffs with other lines was carried on with despatch, with the result that there was practically a complete re-issue of all class rates by February 20th, 1908, in Eastern Canada, in the territory east of Detroit and St. Clair Rivers, Lake Huron and the Georgian Bay and North Bay (east and south bound), and south of the Ottawa River and to and including the Maritime Provinces.

International Rates.

Up to the present time the railways have not complied with the order of the Board so far as it was intended to fully remove the discrimination in favor of through traffic from the United States, particularly via the Detroit and Niagara frontiers. The first-class rate has been reduced from the Canadian side of the boundary to the same basis as is in effect from United States frontier points, but, owing to the different basis of classification, as explained in the last annual report, articles classified lower than first-class enjoy lower rates from the United States to points in Canada than are in effect from border towns in Canadian territory. The proposition to adopt the Canadian classification in Central Freight Association territory was submitted by the railways and accepted tentatively as a compromise. The railways in the Central Freight Association,



MR. W. R. DUNN

(International Harvester Co.)

Chairman Railway and Transportation Committee, 1907-8.

it was stated, agreed to the proposition, and there was every reason to believe that the new scheme of international rates would become effective without delay.

The Canadian Freight Association wrote the Board to the effect that the Canadian railways had found in their negotiations with the United States lines some considerable opposition to the adoption of the Canadian classification as a part of the scheme, on the ground that the minimum weights in the present Canadian classification were lower than in the official classification, which latter had only been increased, effective January 1st, 1908. The Canadian railways considered it essential to the success of the international rate plan that the minimum weights in the Canadian classification should immediately be revised, so as to make them as nearly uniform as possible with those in official classification territory.

At a hearing before the Board on February 15th strong objections were taken to the proposition submitted by the railways. As a result the matter was referred to Mr. Hardwell, Chief Traffic Officer of the Board for conference with the Manager of the Department and with the representatives of the Advisory Committee of the Canadian Freight Association. After several meetings were held it was decided to withdraw the application for increased minimums on domestic traffic in Canada. The railways, however, recommended to the Board the issuance of an order amending Section I of the order of the Board of July 6th, 1907, so as to permit of the application of the higher minimum weights and rules of the Official Classification to the Canadian Classification, as applied to international traffic.

Section I of the order is as follows:

"That the said railway companies and their connections in the United States be permitted to substitute the Canadian Freight Classification for the Official Classification from Detroit and Port Huron and from points west thereof via the Detroit and St. Clair River crossings also from Buffalo and Suspension Bridge, N.Y., and when necessary from points south and west thereof via the Niagara frontier; and to scale the lower classes on the first-class rates now existing."

Your Committee carefully considered the proposition. A strong resolution against the proposal was recommended to and adopted by the Executive Council at the April meeting and duly filed with the Board. We have reason to believe that early and decisive action will be taken.

The foregoing adjustment applies to class rates. As regards rates on raw material, the Board ordered as follows:

"That in the adjustment of the International rates the rates on raw material from points in the United States to points in Canada shall not be advanced at the instance, direct or indirect, of the companies operating in Canada, by reason of the changes in the rate bases herein permitted or prescribed."

Revision of Commodity Rates in Eastern Canada.

The railways wrote the Board that they were revising their commodity rates in order to conform to the new class rates under the order of the Board, No. 3258 of July 6th, 1907, but found difficulty in connection with Clause H of the order, reading as follows:

"That no special commodity rates now existing which may be lower than the corresponding class tariff rates herein prescribed shall be advanced by reason of the changes herein ordered, or without the sanction of the Board."

They asked that this clause be rescinded.

The application was heard in February. It was pointed out that in going over the winter commodity schedules, with very few exceptions, the commodity rates which were based upon west-bound class rates applied as commodity rates east-bound, had been automatically cancelled by the new lower class tariff rates. Some, however, remained. The railways were not prepared to say what their intentions were as regards the summer commodity rates. We objected to the elimination of the clause. The matter was referred to the Chief Traffic Officer of the Board to confer with the Manager of the Department and the railway representatives.

Several meetings were held and interested manufacturers consulted. As a result the Department wrote the Board on March 30th as follows:

"After consulting with interested shippers with

regard to the proposed advance in the commodity rates on certain commodities mentioned, and other goods on which commodity rates were made which have been in effect for some time past, based on the west-bound rates out of Montreal in 1907, we could not agree to any change in rates which would bring about an advance in 1908. Shippers consider that the Board should not modify Clause H of its order in any way which would bring about an advance in the summer commodity rates. Shippers are of the opinion that there is no just reason why there should be any advance as a result of the readjustment of rates. With a number of them fully 50 per cent. of their product, particularly to Montreal, is shipped during the summer season, so that any reduction in the winter rates from those points where there have been reductions would not in any way compensate for the proposed increase in the rates during the summer. The public agitation for a change in the freight tariffs was for the object of reducing and not increasing them, and we respectfully submit that nothing should now be done to disturb the order of the Board. The Board was fully seized of the necessity of surrounding the order with these safeguards. Under these circumstances we respectfully ask that the railways be required to comply with the original order of the Board."

Our position has been sustained.

Rates on Wire Fencing and Netting.

A proposition to revise the existing commodity rates on wire fencing and netting was submitted to the Railway Commission, who forwarded it to the Association for the views of interested members. The statements contained a number of reductions as well as advances. A careful analysis showed that the reductions were to points where there was practically no business. After considerable correspondence with interested manufacturers a meeting was held on May 28th, at which all interests were represented. A resolution protesting against any change which would bring about an advance in the rates at present in effect was passed and filed with the Board, and no change has been

Rates to Western Canada.

In the last annual report reference was made to a proposed revision of rates to the North-West. The new all-rail rates to Manitoba, Alberta and Saskatchewan went into effect December 23rd to British Columbia and the Kootenay on the 26th. Montreal has been placed in the same group as Western Ontario.

The following is a comparison of old and new all-rail class rates to some of the principal points. Other points were treated relatively.

TO	FROM		1	2	3	5	6
Kenora	Toronto & Montreal.. Effective	Dec. 23, '07..	162	136	110	84	70
	Toronto	Prior to " "	23, '07..	177	149	118	85
	Montreal	" " "	23, '07..	192	163	128	92
Winnipeg	Toronto & Montreal.. Effective	Dec. 23, '07..	164	139	112	86	71
	Toronto	Prior to Dec. 23, '07..	179	152	120	87	75
	Montreal	" " "	23, '07..	194	166	130	94
Brandon	Toronto & Montr al.. Effective	Mch. 16, '08..	195	164	132	101	82
	" " " "	Dec. 23, '07..	195	164	132	101	85
	Toronto	Prior to " "	23, '07..	210	177	140	102
	Montreal	" " "	23, '07..	225	191	150	109
Regina	Toronto & Montreal.. Effective	Mch. 10, '08..	251	211	169	128	104
	Toronto	Prior to " "	10, '08..	272	228	181	133
	Montreal	" " "	10, '08..	282	242	191	140
Medicine Hat ..	Toronto & Montreal.. Effective	Mch. 10, '08..	298	250	200	152	131
	Toronto	Prior to " "	10, '08..	314	263	209	154
	Montreal	" " "	10, '08..	329	277	219	161

Calgary	Toronto & Montreal.. Effective	Mch. 10, '08..	319	268	214	162	135	124
		Dec. 23, '07..	319	268	214	162	140	124
	Toronto	Prior to	" 23, '07..	337	283	225	165	130
	Montreal	"	23, '07..	352	297	235	172	136
Saskatoon	Toronto & Montreal.. Effective	Mch. 10, '08..	268	225	180	137	114	104
		Dec. 23, '07..	272	229	183	139	119	106
	Toronto	Prior to	" 23, '07..	294	247	196	143	126
	Montreal	"	23, '07..	304	261	206	150	132
Edmonton	Toronto & Montreal.. Effective	Mch. 10, '08..	319	268	214	162	135	124
		Dec. 23, '07..	319	268	214	162	140	124
	Toronto	Prior to	" 23, '07..	337	283	225	165	130
	Montreal	"	23, '07..	352	297	235	172	135
Lethbridge	Toronto & Montreal.. Effective	Mch. 10, '08..	309	260	208	157	131	121
		Dec. 23, '07..	309	260	208	157	136	121
	Toronto	Prior to	" 23, '07..	323	275	213	160	141
	Montreal	"	23, '07..	343	289	228	167	147
Prince Albert	Toronto & Montreal.. Effective	Mch. 16, '08..	279	234	188	142	121	107
		Dec. 23, '07..	286	240	192	146	125	113
	Toronto	Prior to	" 23, '07..	301	253	200	147	129
	Montreal	"	23, '07..	316	267	210	154	135
Nelson	Toronto & Montreal.. Effective	Dec. 26, '07..	375	324	272	231	181	175
		Mch. 5, '07..	400	345	289	241	190	183
	Toronto	Prior to	" 5, '07..	400	350	290	240	180
	Montreal	"	5, '07..	410	358	295	245	185

It will be observed that a further reduction was made particularly in the fifth and sixth classes on March 10th.

In the re-issue of the tariffs to Manitoba points certain mixing privileges applying to agricultural implements and farm wagons were omitted. On taking the matter up with interested lines a supplement was issued continuing the old conditions.

Threshers Loaded on Flat Cars.

At the request of the Thresher Section the Department arranged with the railways to extend the minimums applying to threshers when loaded on one or more flat cars to cover all points in the North-West.

A reduction has also been made in the lake and rail rates to points in Alberta and Saskatchewan, as follows:

Comparison of Lake and Rail Class Rates from Montreal, Toronto, etc.

TO		1	2	3	4	5	6
Brandon	Effective May 1, 1908	170	144	118	91	76	71
	Prior to " 1, 1908	170	144	118	91	79	71
Regina	Effective " 1, 1908	226	191	155	118	98	92
	Prior to " 1, 1908	232	195	159	122	107	96
Medicine Hat	Effective " 1, 1908	273	230	186	142	125	111
	Prior to " 1, 1908	274	230	187	143	127	115
Calgary	Effective " 1, 1908	294	248	200	152	129	119
	Prior to " 1, 1908	297	250	203	154	136	126
Saskatoon	Effective " 1, 1908	243	205	166	127	108	99
	Prior to " 1, 1908	250	211	172	131	115	103
Edmonton	Effective " 1, 1908	294	248	200	152	129	119
	Prior to " 1, 1908	297	250	203	154	136	125
Lethbridge	Effective " 1, 1908	284	240	194	147	125	116
	Prior to " 1, 1908	288	242	196	149	131	121
Prince Albert	Effective " 1, 1908	254	214	174	132	11	102
	Prior to " 1, 1908	251	220	178	136	119	103
Nelson	Effective Dec. 26, 1907	350	304	258	221	175	170
	Prior to " 26, 1907	370	321	272	234	185	150

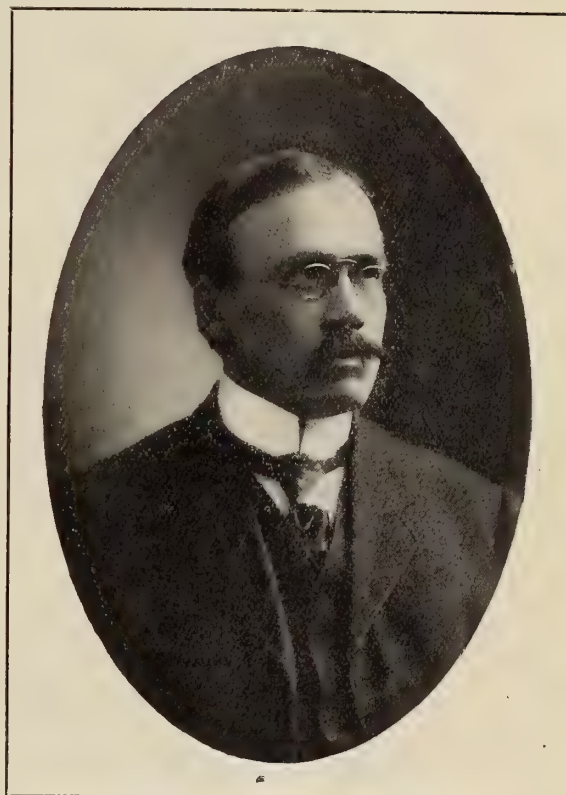
The following reductions were made in commodity rates to North-West points, all rail, applicable on agricultural implements, iron and steel, etc., Canadian Classification:

TO	FROM		1	2	3	4	5	6
Regina	Toronto & Montreal.. Effective	Mch. 10, '08..	251	211	169	123	104	87
	"	Dec. 23, '07..	251	211	169	123	109	97
	"	Prior to " 23, '07..	263	217	172	128	111	98
Medicine Hat	Toronto & Montreal.. Effective	Mch. 10, '08..	298	250	200	152	131	114
	"	Dec. 23, '07..	298	250	199	148	130	116
	Toronto	Prior to " 23, '07..	303	251	199	148	130	117
Calgary	Toronto & Montreal.. Effective	Mch. 10, '08..	319	268	214	162	135	116
	"	Dec. 23, '07..	319	268	214	159	139	124
	Toronto	Prior to " 23, '07..	326	270	214	159	139	127
Saskatoon	Toronto & Montreal.. Effective	Mch. 10, '08..	268	225	180	137	119	100
	"	Dec. 23, '07..	272	229	183	139	119	106
	Toronto	Prior to " 23, '07..	294	247	196	143	126	110
Edmonton	Toronto & Montreal.. Effective	Mch. 10, '08..	319	268	214	162	135	118
	"	Dec. 23, '07..	319	268	214	162	140	124
	Toronto	Prior to " 23, '07..	337	283	225	165	143	130
Lethbridge	Toronto & Montreal.. Effective	Mch. 10, '08..	309	260	208	157	131	113
	"	Dec. 23, '07..	309	260	208	154	135	121
	Toronto	Prior to " 23, '07..	317	262	208	154	135	122

Rates from Montreal, etc., prior to December 23rd, 1907, were on the basis of ab ut 18, 13, 7, 6, 5 cents per 100 lbs. for first six classes over Toronto.

Freight Rates Out of Winnipeg (Winnipeg Rate Case).

The Board of Trade of Portage la Prairie complained to the Railway Commission that discriminatory rates were in force west from Winnipeg, giving Winnipeg an advantage over outside communities. The Board disallowed the special tariffs (known as traders' rates) complained of. In doing so it did not think it advisable to determine the rates to be substituted. Tariffs were issued effective November 15th, and represented a general advance in rates not only from Winnipeg but from other distributing centres in the West. Protests were filed with the Railway Commission by the Manitoba Branch of the Association, the Winnipeg Board of Trade, Winnipeg Jobbers and Shippers' Association, and the Winnipeg Wholesale Implement Association. The late Chief Commissioner held a preliminary hearing in Winnipeg on January 7th, 1908. The complaint of the Winnipeg Board of Trade was again heard in Ottawa, commencing January 29th, 1908, and extending over nearly two weeks. It was fully argued at that time. Owing to



MR. J. E. WALSH
Manager Transportation Department, Canadian
Manufacturers' Association.

the lamented death of the late Chairman, it was again re-argued at Winnipeg last week. It is expected that whatever decision is given will establish a basis for tariff-making purposes throughout Western Canada. The Department is fully in touch with the case in the interests of the Association.

Freight Classification.

The classification is the basis of all rates. It represents the distribution of the cost of transportation. As now constructed it has for its foundation the following elements: competitive element, volume of business, the value of the article, the bulk and weight, the degree of risk attending transportation, etc. Unless same is closely watched a change may be made by placing an article in a

higher class, or imposing some condition of carriage, which the public is not made aware of until after it has come into effect. The Department has prompt notice of all proposed changes, and where advances are suggested interested parties are communicated with.

A number of changes and reductions in classification were made during the year, as embodied in Supplement 3 to Classification 13, effective August 8th, 1908. This Supplement was submitted to the Railway Commission for approval in December last. It contained a number of advances which would have proved disastrous to some of our members. After negotiations they were modified or withdrawn, and in some instances disallowed by the Board.

Rule 7 of the Classification.

The above rule, as amended in Classification 13, effective September 1st, 1907, contains the following clause:

"These conditions are intended to cover risks necessarily incidental to transportation, but no such limitation, expressed or otherwise, shall relieve the carrier from liability for any loss or damage which may result from any negligence or omission of the company, its agents or employees."

This clause would seem to provide that when goods are delivered to the carrier in good order, and are received at destination in a damaged condition, the liability therefor rests with the carrier, unless it establishes that the accident happened as a result of "risks necessarily incidental to transportation."

The carriers have, however, interpreted the clause differently, and place the burden of proof upon the shipper or consignee. A number of claims for damage in transit particularly to furniture, have been declined. The Association's solicitors have been consulted, and have given your Committee advice in the matter. It had also been brought to the attention of the Railway Commission, and it is expected that some early action will be taken by that body, so as to place the responsibility where it belongs.

Interswitching.

The Railway Commission, on the complaint of the Association in regard to the charges made for interswitching, made an order on July 8th, 1908, establishing a fixed basis for payment of interswitching services. As the order is an important one, and of interest to every member of the Association, it is given in full.

"For the interpretation, application and operation of this Order:

"1. (a) 'Interswitching' shall not include the service incidental to the transfer and continuous carriage of through or interline traffic between points outside of and beyond the terminal limits hereinafter prescribed. (b) 'Contracting carrier' shall, where it is necessary, between the points of shipment and delivery, to use the line or lines of another carrier or other carriers than the carrier performing the interswitching service, include such other carrier or carriers.

"2. It shall be lawful for the contracting parties to absorb the toll charged for the interswitching of competitive traffic.

"3. Upon traffic destined to consignees located upon, or reasonably convenient to, the tracks of the contracting carrier, or to consignees who have customarily accepted the contracting carrier's delivery, or which may be so consigned as not to indicate clearly the delivery required, and which, subsequent to shipment, is ordered by the shipper, the con-

signee, or the agent of either, for interswitch delivery involving an additional service by another carrier, and which is so interswitched, the contracting carrier may charge and collect, in addition to its freight charges (including back charges, if any), the interswitching toll of the carrier which performs such service, which toll shall not be more than twenty (20) cents per ton for any distance not exceeding four (4) miles, nor more than three dollars (\$3.00) as the minimum, and eight dollars (\$8.00) as the maximum per carload.

"4. Upon traffic destined to consignees located upon or reasonably convenient to tracks other than those of the contracting carrier, or to consignees who have customarily required such other carriers' delivery, the contracting carrier may, for the interswitching service rendered necessary for such delivery, charge and collect an additional toll of not more than ten (10) cents per ton for any distance not exceeding four (4) miles, nor more than one dollar and a half (\$1.50) as the minimum, and four dollars (\$4.00) as the maximum, per carload; and the interswitching toll of the carrier which performs such service shall not be more than twenty (20) cents per ton, nor more than three dollars (\$3.00) as the minimum, and eight dollars (\$8.00) as the maximum, per carload; provided that the contracting carrier shall not thereby be required to reduce its revenue below eight dollars (\$8.00) per carload.

"5. Distance shall be computed to or from the nearest point of interchange.

"6. The foregoing tolls shall include the empty movement of the car to or from the point at which it was received by the interswitching carrier.

"7. Traffic consigned 'to order' shall be subject to the provisions of paragraphs three (3) and four (4) of this order, as the same may apply.

"8. Traffic interswitched at the point of shipment shall be subject to clause four (4) of this order, in so far as the same may be applicable.

"9. The class and commodity tariffs of all railway companies subject to the provisions of the Railway Act shall show clearly and explicitly at what points, and under what circumstances, interswitching services will be performed, and at whose expense.

"10. The tolls herein provided for interswitching service shall not interfere with or supersede any lawfully published freight rates for ordinary freight service from station to station.

"11. All and every arrangement or device, such as free or assisted cartage, cartage allowances, or the like, intended to equalize the facilities of competing companies at common points, except such as are lawfully published in the freight tariffs of the Companies, are hereby prohibited."

Interpretation of the Order.

Clause 1 deals with the interpretation, application and operation of the order.

Clause 2 permits the continuance of the present practice, which is that the contracting carrier pays or absorbs the toll for the interswitching or competitive traffic.

Clause 3 deals with traffic consigned to a traffic centre, without any other destination being shown, or so as not to indicate clearly the delivery required, and which is afterwards ordered for interswitch delivery, involving an additional service for another carrier. Under such circumstances, the contracting carrier, that is, the road that

carried the traffic to the centre, may charge and collect in addition to its freight charges (including back charges, if any) an additional toll to be paid to the carrier which performs the interswitching service not to exceed twenty (20) cents per ton for any distance not exceeding four (4) miles, nor more than three (\$3.00) dollars as the minimum, and eight (\$8.00) dollars the maximum per carload.

As an illustration, the contracting carrier may be considered as having fulfilled its contract when it delivers traffic, say, billed to Montreal, Toronto, or Winnipeg (with no other destination shown) at its usual place of delivery. If the shipper, consignee, or the agent of either, afterwards wants the consignment delivered at some other point, involving a service by another Company, the above will be the maximum toll for the service.

Clause 4 deals with traffic originating at non-competitive points, that is, where there is only one line of railway destined to consignees located upon or reasonably convenient to tracks other than those of the contracting carrier, or to consignees who have customarily required such other carriers' delivery, the contracting carrier will pay for the interswitching service rendered necessary, and may charge and collect an additional toll of not more than ten cents per ton for any distance not exceeding four (4) miles, nor more than one dollar and a half (\$1.50) as the minimum and four (\$4.00) dollars as the maximum per carload. The total amount to be allowed the carrier which performs the interswitching service shall not exceed twenty (20) cents per ton, nor more than three (\$3.00) dollars as the minimum and eight (\$8.0) dollars as the maximum, per carload; provided that it does not reduce the contracting carrier's revenue below eight (\$8.00) dollars per carload.

At the present time the toll charged the shipper or consignee for this service is twenty cents (20) per ton, with a minimum from three \$3.00 to ten (\$10.00) dollars per carload, varying some as to localities.

Distance shall be computed to or from the nearest point of interchange.

Shippers should inform themselves in regard to this in order that the maximum toll fixed is not exceeded.

The foregoing tolls shall include the empty movement of the car to or from the point at which it was received by the interswitching carrier.

Traffic consigned "to order" shall be subject to the provisions of Clauses three (3) and four (4), as the same may apply.

Traffic interswitched at the point of shipment shall be subject to Clause four (4) of this order, in so far as the same may be applicable.

The railways are required to show clearly and explicitly in all class and commodity tariffs at what points and under what circumstances interswitching services will be performed, and at whose expense.

The order became effective September 1st, 1908.

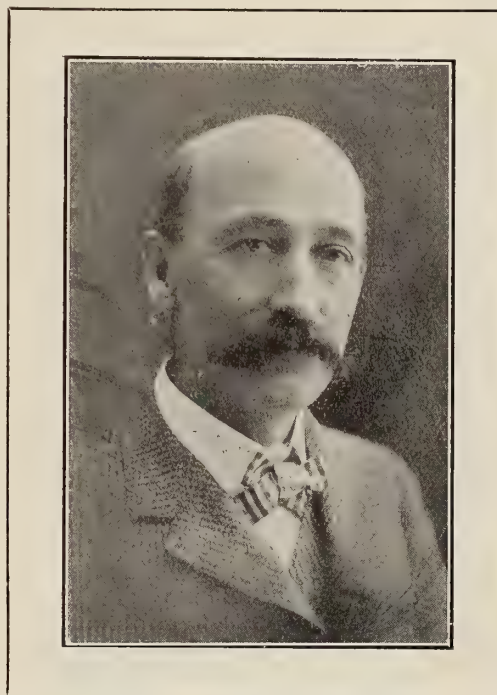
Bill of Lading.

Some progress has been made in this important matter during the year. The Manager of the Department attended a hearing before the Interstate Commerce Commission in Washington in October last. Shippers, bankers and others interested were heard, and much valuable information was obtained.

A deputation from your Committee waited upon the Railway Commission in Ottawa in December last, and urged early action. Circulars and communications were sent out to Boards of Trade, etc., by the Department, resulting in a general endorsement of the clean or simple bill of lading.

The Chairman of the Railway Commission, on April 24th, 1908, wrote all persons and Associations that had corresponded with the Board upon the subject, suggesting the appointment of a small Committee to meet a committee of the carriers.

Acting on this suggestion, the Manager of the Department, at the request of different interests, called a meeting, which was held at Toronto on May 20th, and which was largely attended. A resolution was passed, recommending the adoption of a clean bill of lading, leaving the form or forms of wording to the Special Committee afterwards appointed. The Special Committee met immediately after the meeting, and again on June 5th, when the various conditions for the bill of lading submitted by the carriers were discussed. A Sub-Committee was appointed to meet the traffic officials of the railways, without counsel, in order to discuss and agree as far as possible on same from a



LT.-COL. W. M. GARTSHORE

(McClary Mfg. Co.)

Vice-President for Province of Ontario.

business and shipper's standpoint. Negotiations are now going on to that end.

The matter has been disposed of to some extent in the United States. The Interstate Commerce Commission, as the result of investigation and enquiry, instituted on November 24th, 1904, have approved of two forms of bill of lading—one an order bill of lading, the other a bill not negotiable—and have recommended their adoption and use after the first day of September, 1908. The conditions consist of ten sections, all of which are much more favorable to the shipper than formerly.

Other traffic forms, by which the carriers limit their liability, will be dealt with when the bill of lading is disposed of.

Ocean Bills of Lading.

The following resolution was adopted in support of the bill cited as "The Water Carriage of Goods Act," introduced into the Senate by the Honorable Mr. Campbell:

"Whereas, the Canadian Federation of Steamship Lines impose conditions in their bills of lading

to which the shippers must subscribe, and which are intended to relieve the carrier from damage to goods whilst in transit;

"And whereas no such conditions are imposed by steamship lines operating from Eastern United States Atlantic ports;

"And whereas Canadian exporters via Canadian routes are thus being outrageously discriminated against;

"Be it resolved, that the Canadian Manufacturers' Association heartily endorse the bill now before the Senate of Canada, cited as 'The Water Carriage of Goods Act, 1908,' by which it is made illegal for the carriers to insert in their bills of lading conditions which are intended to exempt them from responsibility for loss resulting from their own negligence or omission, and which they are justly entitled to assume as public carriers."

The bill, with some slight modification, passed the Senate, and was forwarded to the House of Commons for action. Communications were forwarded to the Government, urging action before the close of the session, but it was stated the bill had reached the House too late for consideration.

Express Rates and Classification.

The last annual report dealt at length with express matters.

The Railway Commission held a preliminary hearing in Montreal, December 12th, 13th and 14th, but the companies contended that the section of the Act dealing with their tariffs differed from that referring to freight tariffs and telephone companies. The Board ruled that evidence would have to be produced by the express companies to establish the reasonableness of their tariffs.

The companies stated that, in proving the reasonableness of their tariffs, they would provide evidence along the following lines:

1. Rapidity of service.
2. Size and quantity of parcels.
3. Distance carried.
4. Space occupied.
5. Value and character of property.
6. Responsibility and risk.
7. Amount of detail work.
8. Extent of collections and delivery work.
9. Value of service to the shipper.

The claim was advanced that the true test of the reasonableness of the rates was the value of the service to the shipper.

Considerable evidence was put in, explaining the nature of the express business, and elucidating the various tariffs filed.

The capitalization, value of property, and results produced in the past were also brought out by counsel employed by the Government on behalf of the public.

The hearing adjourned with the expectation that the matter would be again taken up at an early date, but owing to the death of the late Chairman no further action has been taken. It is expected the Board will reopen the enquiry very shortly.

The Department, as already advised, filed with the Board a protest against the approval of express tariffs and classification until a thorough investigation had been made by the Board. Orders have been made by the Board, extending from date to date the time during which the companies may charge the present tolls in effect, with the proviso, "that, pending the approval of said tariffs of tolls by the Board, the companies shall not charge any higher

tolls than those which were charged by them respectively on the first day of March, 1907."

We also filed with the Board objections to certain conditions in the classification, all of which have been placed in the hands of counsel.

Advance in Cartage Charges.

This matter was carefully considered by your Committee, and whilst it fully recognized the importance of the advance for the service, as performed by the carriers, it was felt that, as it was a question of local service, affecting certain communities only, the Association could not take any action. The payment of cartage imposed by the railways is optional with the shipper or consignee, the Railway Commission having so ruled.

Advance in Lumber Rates.

An informal protest was filed on April 21st with the Railway Commission on behalf of lumber manufacturers against the advance in rates on lumber, effective May 1st, 1908.

The lumber interests have had several meetings with the railway representatives, with the view of a satisfactory adjustment. As all of the lumber manufacturers in Eastern Canada are affected, and as negotiations are going on with the view of bringing these interests together, so as to make a joint complaint to the Board, your Committee acting on advice, have not so far filed a formal complaint against the advances.

Reciprocal Demurrage, So-Called.

The resolution adopted at the last Annual Convention, that penalties be provided against carriers for failure, within a reasonable limit, first, to supply empty cars; second, to haul loaded cars to destination, or third, to place cars for unloading after arrival at destination, received in due course the endorsement of Parliament. The following amendment to the Railway Act, introduced by the Minister of Railways and Canals, and passed at the last session, seems to cover the point:

"The Board may make regulations applying generally or to any particular railway or any portion thereof, imposing charges for default or delay by any company in furnishing accommodation, appliances, or means as aforesaid, or in receiving, unloading or delivering traffic, and may enforce payment of such charges by companies to any person injuriously affected by such default or delay; and any amount so received by any person shall be deducted from the damages recoverable or recovered by any such person for such default or delay; and the Board may, by order or regulation, determine what circumstances shall exempt any company from payment of any such charges."

FOREIGN TRADE.

Canada-France Service.

Authority was given the Government at the last session of Parliament to enter into a contract with some steamship line to provide a regular service between Canada and France. Upon receipt of the announcement to this effect your Committee made strong representations to the Department of Trade and Commerce, asking that the contract be so worded as to secure for Canadian exporters as favorable rates as could be obtained from any United States port. Assurances have been given by the Department that some provision of this kind will be insisted upon.

Canadian-Australian Line.

The contract entered into with the Union Steamship Company for a service between Canada and Australia expired August 7th 1907. It was extended for two years. They applied for a renewal for five years. We are advised that, so far, our Government has come to no decision in the matter, in view of the uncertain attitude of the Australian Commonwealth towards granting the preferential tariff to Canada. Apart from these, the principal foreign steamship services granted subsidies outside of Great Britain were:

A line or lines of steamers to run between St. John and Halifax, or either, and the West Indies and South America.

Steam service between Victoria and San Francisco.

Direct monthly steam communication between Canada and South Africa.

Steam service between Victoria, Vancouver, way ports and Skagway.

Steam service between Canada and Mexico.

Steam service between Canada and New Zealand.

Steam service between Canada, China and Japan.

Trans-Pacific Business.

The U. S. Transcontinental lines announce their intention of abandoning their trans-Pacific steamship business after November 1st, in view of the ruling of the Interstate Commerce Commission that the inland carriers of traffic exported to or imported from a foreign country not adjacent must publish their rates to the ports and from the ports, and such rates must be made the same for all, regardless of what ocean carrier may be designated, and that the Canadian Pacific was a party to this action. We have assurances from the Canadian Pacific that they will continue their policy of endeavoring to build up their trans-Pacific business.

At the present time, in many instances, rates to the coast apply to trans-Pacific points, and are necessary to enable Eastern manufacturers to meet, to some extent, competition by the all-water route from Great Britain, Germany, etc.

IMPORTANT LEGISLATION.

Amendment to the Railway Act.

The Bill introduced by the Minister of Railways and Canals at the last session of Parliament, "An Act to amend the Railway Act with respect to telegraphs and telephones, and the jurisdiction of the Board of Railway Commissioners," was assented to July 20th, 1908.

The Act gives the Railway Commission jurisdiction to enquire into, hear and determine any application or complaint in regard to telegraph and telephone service.

The companies must file tariffs, and all tolls to be charged by the companies, shall be subject to the approval of the Board.

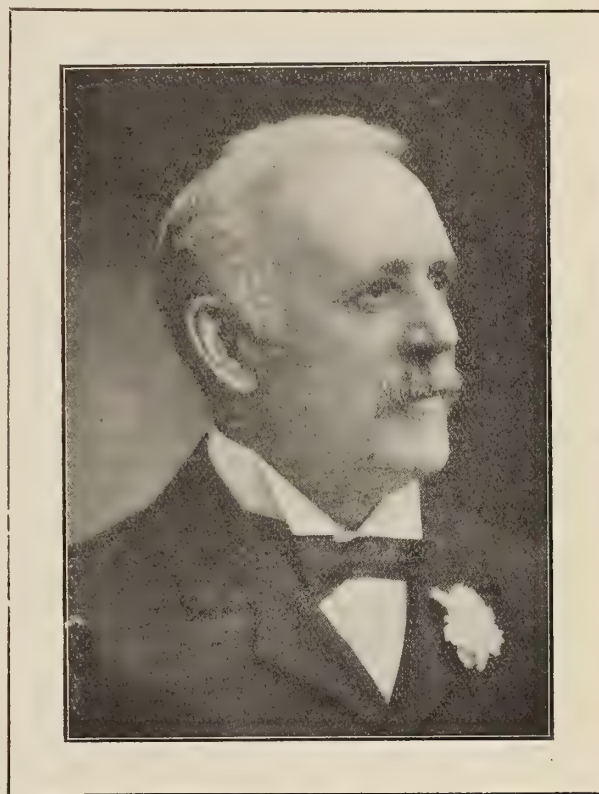
It gives the Railway Commission power to make regulations imposing charges for default in furnishing accommodation (see reciprocal demurrage). The section of the Act defining "toll" or "rate" has been amended so as to make it clear that the Board has power to make regulations in regard to the carriage, shipment, transportation, care, handling or delivery of goods incidental to the business of a carrier, including sleeping cars, carriage companies' ferriage, refrigerator lines, elevators, warehouses, wharves, and any instrumentality or facility of carriage,

shipment or transportation, irrespective of ownership or of any contract expressed or implied.

Reorganization of the Board of Railway Commissioners.

The last Annual Convention endorsed a resolution submitted by the Committee in regard to the reorganization of the Board of Railway Commissioners. It was filed with the Government and afterwards presented to the Premier, Sir Wilfrid Laurier by a special delegation. It is a pleasure to be able to state that action has been taken by Parliament along the lines of the Association's resolution, ordering the enlargement of the Commission from three to six members.

Considerable pressure has been brought to bear upon the Association, and, we were advised, upon the Government, in regard to the new appointments to the Board. After careful consideration by a Special Committee, acting



MR. J. E. ELLIS

(The Barber & Ellis Co.)

Chairman Railway and Transportation Committee, 1908-9.

in conjunction with the Committee now reporting, it was agreed that it would be entirely inconsistent with the principles laid down by the Association to encourage any action which would savor of class legislation. A resolution was passed at the April meeting of the Executive Council, and forwarded to the Government, as follows:

"That we are utterly opposed to class legislation of any kind whatsoever, as we believe that such will result in impairing to some extent the good legislation already enacted. One of the important duties of the Railway Commission is to deal with traffic conditions. The manufacturing interests supply the largest percentage of the tonnage and freight earnings of the railways. The freight rate which applies to manufactured products may be considered the unit or base rate upon which rates on all other products are founded. Therefore, the regulation of freight

rates ranks with the tariff as being of the utmost importance to Canadian manufacturers."

Resolution of Condolence.

The following resolution was unanimously adopted by a standing vote at the March meeting of the Executive Council:

"The Executive Council of the Canadian Manufacturers' Association desires to place on record its profound regret at the untimely death of the Honorable A. C. Killam, Chairman of the Board of Railway Commissioners for Canada, and its deep sense of the loss thereby sustained by the shipping and transportation interests of the country.

"The high order of legal attainment, the unwearying industry and the absolute integrity which he brought to the discharge of the numerous and arduous duties attaching to his important office render the loss exceedingly great, while his unfailing courtesy adds to the loss a personal tinge that causes it to be keenly felt by every one who has had occasion to appear before him.

"In recording its appreciation of this splendid devotion to the service of his country, the Executive Council also desires to extend its sincerest sympathy to the widow and family of the deceased in their sad bereavement."

Important Rulings of the Railway Commission.

Several very important traffic orders have been made by the Board during the past year, amongst others, ordering refunds or reparation in the case of tolls which were found unjustly discriminatory. Prior to these rulings, in cases when tolls were found unreasonable, the applicant was afforded no relief by the Board; in the case of overcharge he had to apply to the courts, or "grin and bear it." The Board now considers that if it has the power to grant relief it has the same power to order reparation.

Weighing Carload Traffic.

The resolution adopted at the last Convention, petitioning the Board of Railway Commissioners to make regulations to provide for the appointment of independent sworn weighers to be stationed at "track scale stations," was filed with the Board. A deputation from your Committee afterwards waited upon the Board and urged early action. It was suggested that a meeting be arranged between the railway companies and representatives of the Association who might wish to be present, to see if any practical measures could be worked out. Your Committee is informed that the matter is now receiving the attention of the Canadian Freight Association. We believe the railways appreciate the present difficulties, and that there would be a great saving in claims were some system adopted, such as that of the Western Weighing Association.

Early action is looked for.

The Intercolonial Railway and the Board of Railway Commissioners.

The Montreal, Quebec and Halifax Branches passed resolutions during the year, recommending "bringing the Intercolonial Railway under the jurisdiction of the Board of Railway Commissioners for Canada."

No action was taken by your Committee, in view of the fact of it being announced that such legislation would be submitted to the Senate in connection with the amendment to the Railway Act.

The Senate, however, did not move in the matter.

In view of the many obvious advantages which might be expected to result from such action, it is recommended that the Association place itself on record with the Minister of Railways and Canals as being favorable to the proposal.

Coasting Regulations on the Pacific Coast.

A resolution adopted by the Vancouver Board of Trade, and endorsed by the British Columbia Branch, petitioning the Government to cancel the regulations which permitted of the carriage of Canadian goods in foreign vessels without the payment of duty, between Seattle and Canadian ports on the Pacific Coast, received the attention of your Committee. The Government has withdrawn the privilege, effective August 1st, 1908.

Respectfully submitted.

J. E. Walsh,

Mgr. Transportation Department.

G. M. Murray,
Secretary.

W. R. Dunn,
Chairman.

Mr. Dunn read clauses re "Readjustment of Freight Rates," "International Rates," "Revision of Commodity Rates in Eastern Canada," "Rates on Wire Fencing and Netting," "Rates to Western Canada" and "Threshers Loaded on Flat Cars," after which the President called for any remarks upon these sections.

Mr. J. F. Ellis: Would it not be better to allow Mr. Dunn to proceed and comment on the whole report and then the members will be glad to make some remarks upon it?

Mr. Moffat: I think this would be the correct way to do, because so many of these clauses are interwoven.

Mr. Dunn: For the information of the meeting it may be stated here that the proposition to increase the minimum in the Canadian Classification to those of the Official would have proved disastrous to our shipping interests. The Canadian Classification has now nearly 1,100 carload ratings, with minimums from 10,000 to 30,000 lbs. Were the Official Classification minimums adopted it would mean that the minimum would be increased from 24,000 to 30,000 lbs. on 315 items, and from 24,000 to 36,000 lbs. on 281 items. In other instances the minimum would have been raised from 24,000 to 40,000 lbs.; 20,000 to 30,000 lbs.; 30,000 to 40,000 lbs.; 30,000 to 36,000 lbs.; 20,000 to 36,000 lbs., etc.

A resolution protesting against any such change, adopted by the Executive Council, was filed with the Board. Your Committee is of the opinion that the carriers did not fully appreciate what their proposition meant. Otherwise it would not have been submitted until at least the shippers had had an opportunity of examining it. It is not to be expected, however, that the same conditions could be applied in this country, with a population of 6,000,000 people, as compared with 80,000,000 in the United States.

We regret to state that the tendency to grant through rates on American manufactures to Canadian interior points still exists. In fact, the statement has been made by some of the carriers that they are entitled to a share of the protection intended for Canadian industries, and for this reason consider they have the right to charge higher rates relatively on purely Canadian manufactures than they participate in on through traffic from the United States. The Railway Commission has to some extent ordered that this must cease. Your Committee will not rest until this unjust discrimination is removed.

Mr. Dunn read clause re "Freight Rates out of Winnipeg."

Mr. Dunn: As far as Winnipeg and the West goes, instead of getting reductions up there they have all got in-

creases and that is the reason the Commission are there to-day hearing these cases.

Mr. Dunn reads clause re "Freight Classification."

Mr. Dunn: Speaking from a personal standpoint, in talking classification with any of the railways we find that they are always very anxious to meet you, provided you will give them something to classify, and it is a question of whether you will work in harmony. I know one particular line of goods where the package is pretty fair and some labor and expense is put on it in the factory, and it goes out; another class of goods of identically the same material comes from another factory with a very bad, sloppy package, and it is on the poor package that they base the classification for the good package. The railways have told us, "If you get that sloppy package fixed up we will give you a lower classification and save you money." It is really up to the manufacturer to spend a little money on his package and make big money on his classification, because that is the basis.

Mr. Dunn reads clause re "Interswitching."

Mr. Dunn: This is one feature of the work of the Department that they are very proud of this year, because although it has not affected the whole of Canada yet it practically means the switching charges have been cut in two. That interswitching section of the report should be very carefully considered by every man who ships goods.

Mr. Dunn reads clause re "Bill of Lading."

Mr. Dunn: The whole question of the bill of lading is now in the hands of a special committee, and we are all glad to know the Chairman is Mr. J. F. Ellis. The clause headed "Ocean Bills of Lading" comes under the same heading; then comes "Express Rates and Classification." This question is also dealt with very carefully in the general report and should be studied. Then comes the "Advance in Cartage Charges." We all know that was a condition no person could overcome; the little explanation there speaks for that. The advance in lumber rates is still under consideration and of course under protest as we all know. On the question of Reciprocal Demurrage, the depression in the last year has made a change, as far as this goes. (Read clause headed "Reciprocal Demurrage, so-called.")

Mr. Dunn read clauses re "Foreign Trade."

Mr. Dunn: As to the first clause (Canada-France Service), owing to the non-ratification of a very handsome treaty which they had in view, it does not worry the manufacturers in Canada just now, outside of the subsidizing of the line of boats, which seems to me to be a very great piece of extravagance.

The clause on "Trans-Pacific Business," as well as the two previous clauses, are given also as a matter of information.

Mr. Dunn read clauses "Amendment to the Railway Act," "Important Rulings of the Railway Commission" and "Weighing Carload Traffic."

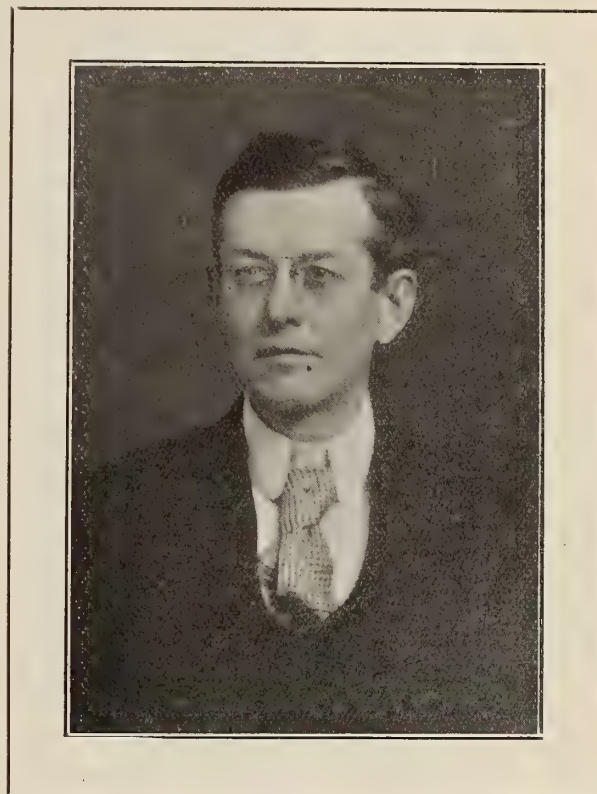
Mr. Dunn: On the question set out in the clause re "Weighing Carload Traffic," the Canadian Freight Association feel at the present time that although the field in Canada is rather light they are willing to make the experiment, and early action is looked for in this case.

The clauses on "The Intercolonial Railway and the Board of Railway Commissioners" and "Coasting Regulations on the Pacific Coast," are also given as a matter of information.

Before moving the adoption of the report, Mr. President, I would like to take this opportunity of expressing the appreciation of the Committee for the exceptionally energetic and skilful manner in which the work of the Department has been handled by Mr. Walsh—(hear, hear)—who

has certainly accomplished great results in a great many ways, which are really too numerous to put down in the report. Mr. Walsh is just one of those gentlemen, I am very glad to say, who goes beyond words to deeds, and he has been very fortunate in getting results. I have now very much pleasure in moving the adoption of the report.

Mr. J. F. Ellis: I have a very great deal of pleasure in seconding the adoption of this report. It has been my good fortune during the past year to be in close touch with the work of the Transportation Department; we have had a great many meetings, and I have endeavored to be present at all of them and have only failed once or twice. I am also glad to tell you, gentlemen, that the Manager of the Transportation Department has not only the confidence of the members of this Association, but he has also, I believe, the thorough confidence of the railways. The officials of the railways, I believe, think that he is trying to act fairly



MR. ARTHUR B. WARE

(The Ware Co. of Canada)

Member Convention Committee.

as between the Association and the railways, and any suggestion that he may make to them they give careful consideration to, and they will not refuse a request he makes unless they are quite satisfied that he will be refused also by the Railway Commission. If he makes a request through the authority of the Committee they know full well he will take it to the Railway Commission rather than drop it, so that they consider it very carefully before it shall go that far.

Shippers' Conditions Improved.

Some of you may think we are proceeding very slowly in accomplishing what we are after in connection with freight rates and freight classification. The Railway Board has been a very, very busy Board. I believe the death of Judge Killam was hastened by the enormous amount of work he undertook to do in connection with the Commission. The

Government have, after urgent requests made by this Association, decided to increase the number of the Commission, and no doubt in the future, when they are appointed, the work will be done more quickly and more satisfactorily. We have not yet been able to take up the question of classification to any great extent. There are a great many grievances in connection with that which will have to be remedied in the near future. We have also been considering a uniform bill of lading. There was quite a large attendance of shippers from all over the Dominion at a meeting in Toronto several months ago, and this question was taken up, and a sub-committee appointed to look into it. When this sub-committee wished to meet the railways to talk it over they wished to meet them as laymen; the railways decidedly objected to that; the only way they said they could discuss it would be to meet their solicitors and look at it from a legal point of view. There is no doubt that we will have to select one or two solicitors that are acquainted with the railway situation, so that we can meet these men on their own ground and thresh the matter out. Now, I think that a great many of the manufacturers admit that the result of the change of rates that came into effect on the 1st of January has been on the whole a reduction. A great many of us have saved sums of money, and some large sums of money, by the reduction in the freight rates. Mr. Hays, General Manager of the Grand Trunk, stated not long ago, that the decreased receipts of the Grand Trunk Railway during the past year were brought about by the reduction in the rates that had been secured or given to shippers by the Commission, and the railways are watching the law as it is now in force, and wherever they can they are increasing their rates, and they are fining shippers who are attempting in any way to evade the rules and regulations of the Department. Some of you no doubt have been fined; I know my firm has been fined because of wrong classification. We were innocent as far as we were personally concerned; we didn't study up the law on the matter; and it is well for all shippers to do that, so that they will be thoroughly informed, and I believe if they do so they will find it will be a great saving to them at the end of the year.

I don't know that I can say much more to you, gentlemen; the Transportation Department in my opinion is one of the most important Departments in connection with this Association—(hear, hear)—and the work that has been carried on by Mr. Walsh has been an admirable one; he has been at all times ready to investigate and answer enquiries from any member of the Association and to do all he could to further their interests, and he should have, I believe, the support and confidence of the whole membership of this Association. I have much pleasure in seconding the adoption of the report.

Mr. Rowley: Before you sit down you might explain, or ask Mr. Walsh to explain, what you mean by being fined?

Fined for Wrong Classification.

Mr. Ellis: In shipping goods to certain points, if you classify them wrongly, they will fine you double rates, and the classification in some instances is very unfair. For instance, in our own business, blotting paper is first-class freight according to the classification; writing paper is second-class; if we shipped a case of writing paper, and half of it were blotting paper, it could not be classified strictly as first-class freight. Yet in shipping from Brantford to Montreal they charged double the rate on it because we didn't classify it as first-class. That is what I mean by being fined. That is the law. So that it is wise for us to watch it, and it is wise for us to get the classification of different kinds of goods pro-

perly read; and as soon as we can get the Railway Commission reorganized, the Manager of the Department is taking information from shippers in every line of goods so that he can be prepared with his case to lay before them.

Mr. Tindall: Mr. President and gentlemen, I would like to express my appreciation of the report, and also of the admirable work done by the Department; and I think if there is any one phase more than another of the work of this Association that can be used as an argument why any manufacturer should belong to this Association, it is the Transportation Department. I don't think there is a member of this Association but who, in the last three or four years, has got his membership fee returned to him in the indirect benefit he has got from the work of this Department; although he does not know it, he has got actually in dollars and cents far more than he has ever paid, or ever will pay, to the Association if he pays his fees for the next ten years. I am speaking of that which I know something about, because I am on both sides of the fence. I have had something to do with a carrying line on the other side, and I know something about the working of transportation and classification, and the difficulties which both shipper and carrier has.

Must be Familiar With Regulations.

I would like, also, to emphasize and call the members' attention to the clause in reference to interswitching. Now, the Department have got excellent concessions for the benefit of its members, but the members themselves have a duty to perform, and that duty is care in the consignment of their goods. What I mean is this, if you want to get the full benefit of the interswitching clause, in shipping your goods you must be very careful to designate the siding in the city to which you are consigning your shipment. For instance, using an illustration in our own business, if I consign a car of lumber from a non-competitive point to Toronto or Montreal, and that carload is consigned simply to Toronto or to Montreal, and then the consignee instructs the railway to place that car on a particular siding, I have to pay the full rate as far as the interswitching is concerned, but if care had been exercised in the first place to consign the car distinctly and carefully to the siding, I pay one-half the rate. A great many members are complaining that they are not getting any benefit, and it is through nothing else but what we call their own oversight in not being careful in this respect. In transportation matters all the way through you will find you will have to read your regulations carefully, and conform carefully to those regulations, as Mr. Ellis has pointed out. The joint traffic classification is available to every member of the Association; he can have it on file in his office and consult it himself. I admit it is not the easiest thing in the world to read and understand, but it is capable of being understood with a little study, particularly if he asks for the assistance of Mr. Walsh, who will, in a very few moments, make a great many points clear. If all these things are done, he undoubtedly will get a very large benefit from the work that has been done by this Association in the past year, but that care must be exercised, and I thought it well that the attention of our members should be called to it, so that they may get the full benefit of what has been provided for them.

Mr. Moffat: Mr. President and gentlemen, as a member with Mr. Ellis and others of the Railway and Transportation Committee, I would like to emphasize some points brought out by our Chairman. In fact, I am rather envying the Montreal Stove Manufacturers just now, for if you will look up the statement on pages 55 and 56 they will see that Montreal is benefited. You will see the rate from Montreal to Winnipeg has the benefit of ten cents a ton. If you will look down the line you will find some places twenty cents. I think yesterday I mentioned that the stove manufacturers of Montreal

have been benefited about fifteen cents per 100 pounds inside of a year; that means \$35 to \$45 a car. Looking at it from that point of view, I think the work of the Transportation Committee is sufficient in itself to justify the whole expenditure for the Association for the year. I don't think I am overstating it when I say that. Not only that, but our modest Manager, Mr. Walsh, has helped almost every individual member who applied for help, in giving him expert advice and other assistance, and in assisting him to abolish abuses which crept in before the Railway Commission came into effect; and besides that, he has given us a handsome balance in cash at the end of the year's operation. I don't know what you can get better than that in these times of depression.

Mr. Thorn: I believe I am justified in laying claim to having been the father of the Railway and Transportation Committee of this Association; consequently I am very much interested in its success, and I think the members of the Committee are certainly entitled to our most sincere thanks for what they have accomplished in the interests of the members during the past year.

Classification the Essential Element.

Now, in connection with the matter of classification, I would like to draw the attention of the members of the Association to the importance of paying more attention to this question of classification than they have done in the past. A great many manufacturers have been trying to devise ways and means, particularly during the last year, of cheapening production, and while they have no doubt succeeded in many cases, I think in other cases they have lost in classification what they have saved in the factories; I mean by goods not being properly classified. The classification is the basis of the freight rates. If the classification, for instance, is advanced it has the effect of at once raising the rates, and, in many cases, of raising the minimum car rates; and in a year such as we have been passing through it is rather a serious matter in many cases to have the minimum raised from twenty to twenty-four or thirty thousand pounds; because in cases which have come under my own observation during the year I know customers have said, We can't take a large car this year; we can't dispose of it. But, as the classification calls for a 30,000 pound car, it was necessary to either ship that amount or pay freight at least on that weight.

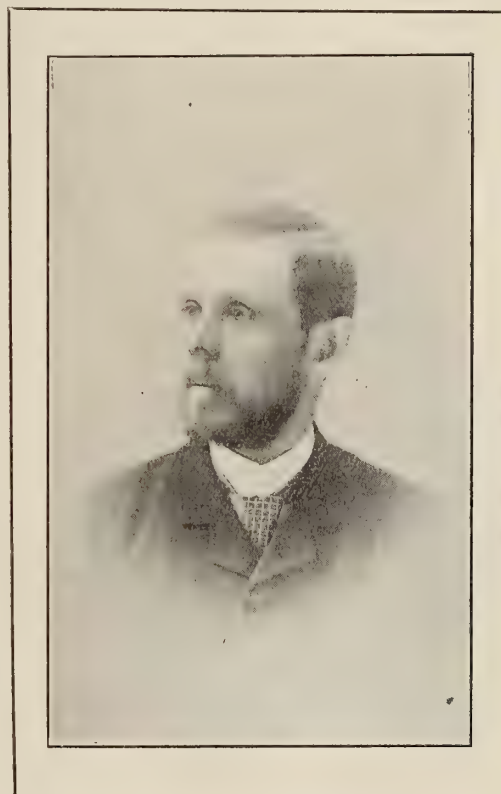
Now, I notice in the report it is recommended that the Intercolonial Railway should be placed under the control of the Railway Commission. This is a thing that has been advocated year after year, but so far nothing along that line has really been accomplished. I think we should urge very strongly indeed upon the Government the necessity for this. It would do away, in the first place, with unfair discriminations which certainly exist at the present time, to say nothing of other valid reasons why it should be placed under the control of the Commission.

Another thing I would like to refer to is the question of claims. It takes apparently a very long time to have claims settled. There certainly has been a very decided improvement in that respect during the last year or two, but still we have instances in connection with our business where claims were made last year which were of a non-contentious character—there were claims, for instance, for goods lost in transit; those claims, in many cases, were against the Intercolonial Railway. We find the Grand Trunk and C.P.R. referred those claims, in some cases as long ago as last April, to the Intercolonial, and have been unable to get a satisfactory reply up to the present time. I think there should be some reasonable limit of time set in which claims of that character should be settled; and after that time has expired, if it is to run along for several months, as it frequently does, those who make the

claims should be entitled to interest upon the amount of that claim. (Hear, hear.)

Make Contracting Carrier Responsible.

There is another point to which I would like to refer, and that is this: I think the contracting carriers should be responsible for delivery of goods to destination. As it is now, if you are shipping goods over two or more lines of railway, and there is a shortage in the shipment when it arrives at destination, or is damaged in transit, as the case may be, one road seems to try to throw the responsibility on the other road, and the shipper or consignee has great difficulty in getting his claim adjusted. I think when goods are handed in good order and condition to a certain carrier, that carrier should be obliged to shoulder the responsibility of delivering them in like good order to destination, no matter whether they are



MR. C. W. DAVIS
(The Williams Mfg. Co.)
Member of Convention Committee.

passing over two or more lines of railway; and then, if the contracting carrier can show it has delivered them in good order to its connecting line, let it fight it out with the connecting line, and not have the shipper fight it out with two or three different lines, which is a very serious disadvantage.

Protection at Flag Stations.

Another thing is in connection with buildings for the protection of goods put off at flag stations. There are a very large number of flag stations in the country, and particularly in the North-West. Of course, at some of those stations only a limited business is being done; at other stations there is almost sufficient business to warrant the appointment of an agent; but in the interval goods of a perishable character—in fact, all goods—are dumped off at these stations. Frequently the consignee has little or no notice as to when those goods are likely to arrive, and they are exposed to the weather, and I think it is very undesirable that that state of affairs should be permitted to continue. I think the railways should be re-

quired to put up a building—not an expensive one—that should protect those goods from the weather; and it should be the duty of the train crew to place the goods in that building.

Another thing I wish to mention is that I hope this Association may feel disposed to impress upon the Government the great importance of now paying attention to the greater development of the waterways of the country; and, without taking up your time by any lengthy remarks, I just wish to point out that the waterways are great regulators of freight rates.

Mr. Rowley: Are we to hear from Mr. Walsh?

WANT UNIFORM BOILER CONSTRUCTION LAW

The President called upon Mr. Leonard, of London, who wished to make a few remarks with reference to the Engine and Boiler Section of the Association.

Mr. Leonard: Mr. President and Gentlemen,—The Engine and Boiler Section of this Association wishes to draw your attention to a matter of vital importance to the trade. A great step for us in the advancement of our trade and the advancement of the public interests is contained in a word which I have heard here in the last two days—the word “uniformity.” We wish to solicit your sympathies, and if you would be good enough, perhaps, to give us a short resolution to that effect after a few words by myself, it would help us greatly.

The state of our business is this, that we are confronted in several of the provinces by a local boiler inspection and construction Act. The Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, and Quebec, and also the City of Montreal, have their own local boiler inspection and construction Acts, and it is playing havoc with our trade, and it requires us to keep an additional thickness and quality of goods to suit these different purposes, and we wish to enlist your sympathy to assist us in bringing about a uniform inspection law similar to that which has been inaugurated and successfully carried out in the Steamboat Act of the Dominion. If we had that Act in force throughout the whole Dominion we could send our boilers from the Pacific to the Atlantic, and vice versa, without any interruption; but we cannot send them now without conforming to this and that local requirement, which hinders interprovincial trade to a large extent. We have now compiled a boiler inspection Act of our own, which we will put before the public very shortly, and we would like very much for all the members of this Association to assist us in bringing about its adoption. The different States of the Union have been confronted with this problem, and now are trying to solve it, and it is gaining very fast the sympathies of the public. We are confronted with the same thing here, and wish, if possible, to have you co-operate with us by bringing to the attention of your different members in the Local House a notice of this very important question. It is something that the manufacturers should take hold of right away, before any more local Acts are passed, in order that we may advance the interests of the whole. The boiler manufacturers want to furnish the very best possible article that can be made; they want the very best material to be put into it, and the very latest modes of constructing that material, and at the very lowest price that is possible for good work; and you will assist us greatly in accomplishing these desirable results by giving us your aid. I don't know that I can say anything more, Mr. President, than what I have said. There are a couple of gentlemen belonging to the Section here who would be able to say a few words, or I would be glad to

The President: I don't know. If you desire it. I understand the report has been prepared under the direction of Mr. Walsh, and if any further explanations are wanted, Mr. Walsh is here to answer.

Mr. Rowley: I didn't wish to ask any questions; I am perfectly satisfied with what that Department has done and what Mr. Walsh has done.

The question was called for.

The President: Mr. Walsh expresses his appreciation of the remarks that have been made.

The President put the motion to adopt the report, which, on a vote having been taken, was declared carried.

answer any questions that might suggest themselves to any member, but the foundation of the whole thing is uniformity on the one hand and interprovincial trade, pure and simple, on the other.

Mr. Thorn: The Parliamentary Committee will be very glad to give careful and prompt attention to this very important matter.

Mr. D. W. Robb: Mr. President and Gentlemen,—I won't take up your time—Mr. Leonard has covered the ground very well—except to emphasize the fact, perhaps, that this matter is of great importance not only to the boiler-makers, but to all manufacturers—in fact, to everybody. The question is, of course, important directly to the manufacturers first, to get uniformity; but you will see just at a glance that it is also very important to the users of boilers to get a good, safe, well-made boiler, and that is the object in uniform inspection. Marine boilers are very well covered, both in England and in Canada, in that respect now, but for stationary boilers on land it is not covered at all, except in some instances by these local Acts. The difficulty about these is that while the Acts are very good as far as they go, they are not uniform.

I happen to have something to do with it in the United States, as we have a shop there, and Massachusetts has made a law which is very satisfactory, and is really educating the people as well as the boiler manufacturers to a higher class of work, so much so that the cheaper class of boilers does not go into Massachusetts at all now. Manufacturers in the States are striving to do exactly what we want to do here—to get a uniform law. Their difficulty is that the lines are so strictly drawn between State rights and Federal rights that it is a very difficult thing to get a federal law. They think possibly they may do so. I don't think those difficulties stand in the way in Canada. There could be a uniform law for land boilers as well as for marine. At all events, there are two or three ways to get at it—through the Federal or Local Government—but the preference would be to have a uniform law by the Dominion Government.

The President: I understand you desire this matter should be referred to the Parliamentary Committee?

Mr. Leonard: We would like to hear a few words from Mr. Waterous.

Mr. Rowley: I have no objection to hearing Mr. Waterous, but it is 12 o'clock, and I think Mr. Thorn has answered the whole thing by saying that the Parliamentary Committee are willing to take this up. They are working along the lines of getting uniform legislation on all subjects throughout Canada. I have no objection to hearing from Mr. Waterous; he is an old friend of mine.

Mr. Waterous: The idea of uniform boiler specification is to try and have specifications for the whole Dominion, the same as it is in the Marine Act, and if we can get that it

will insure greater freedom of interprovincial trade; it will make boilers cheaper and be very much more satisfactory to the boiler manufacturer. I think the only way to get it is to enlist the sympathy or favor of the Manufacturers' Association, who will take it up in the different Provinces and probably get the different Provincial Governments to adopt a similar Act.

Mr. Leonard moved, seconded by Mr. Robb, that the ques-

tion of uniformity in boiler inspection be referred to the Parliamentary Committee as far as the introduction of the Act is concerned, and that every member of the Association lend his assistance to that Act.

The President put the motion, which, on a vote having been taken, was declared carried.

The President called for the report of the Tariff Committee, which was presented by Mr. P. W. Ellis.

REPORT OF TARIFF COMMITTEE

It is with more than ordinary pleasure, not unmixed perhaps with pride, that your Tariff Committee submit herewith for consideration a review of their year's activities. Never before has it been their privilege to report so many practical benefits conferred; never before has the prospect for continued and increasing usefulness seemed brighter.

Before entering into details of grievances that have been satisfactorily adjusted, it may be desirable to offer a few preparatory remarks in explanation of what may seem like a radical departure from the past policy of the Association. For years it was accepted as an unwritten rule that this Committee, in any representations they might have to make on tariff matters, should confine themselves largely to what might be called the missionary side of the question; that is to say, their principal duties were, first, to impress upon the Government as frequently and as forcefully as possible, the potency of protection as a factor in building up Canadian industries and *providing employment for Canadian artisans*; and, second, to educate public opinion among all classes and in all quarters to realize the necessity of protection as a means of ensuring a continuance of our national prosperity. That their efforts in this direction were successful is amply demonstrated by the fact that the Liberal party, who when in Opposition declared that protection was "unsound in principle and unjust to the masses of the people," are to-day the defenders of a tariff based upon the very doctrine which formerly, and in all sincerity, they denounced. And yet, notwithstanding this success, it must be admitted that the tariff of 1907 was in many respects a disappointment, because of its failure to accord certain classes of industry the consideration they deserved.

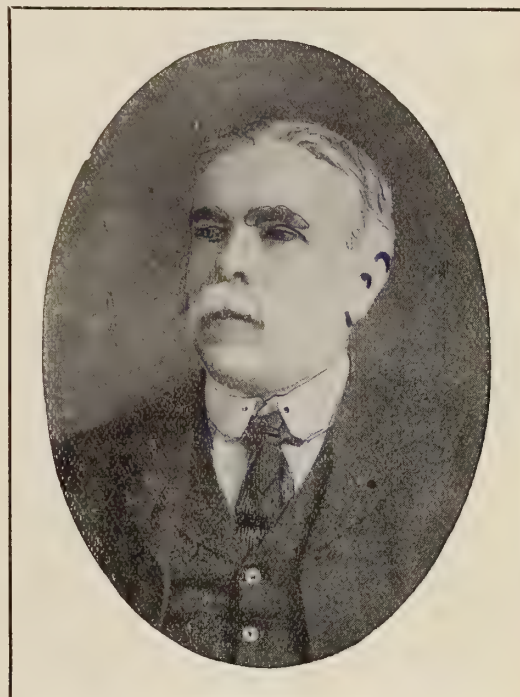
When attention was called to these facts in the report of the Committee to the Annual Meeting a year ago, it was decided that, far from relaxing its efforts to secure relief for these deserving but meagerly protected industries, the Association should exert itself in their behalf more attentively than ever before, and to this end the present Committee were instructed to begin work immediately after the close of the Convention.

Their first step, since shown over and over again to have been a wise one, was to enlarge the Committee by the addition of a representative from each active section in the Association. Immediately a breadth of view was had for the direction of the Committee's work that precluded the possibility of any interest being overlooked.

As soon as the co-operation of these new members had been secured it became evident, by comparing notes, that much of the competition from which Canadian industries in all lines were at that time suffering was due to a widespread and systematic campaign on the part of United States houses to unload their surplus stocks in this market at slaughter prices. Complaints of undervaluation prior to last fall had been by no means rare, but never before had the practice been indulged in on such a huge scale and with such disastrous results to Canadian industry.

So critical was the situation that your Committee

deemed it advisable on November 30th to issue a circular letter asking members to report to the Minister of Customs at Ottawa all cases where there was reasonable ground to suppose either that goods had been entered at undervalued prices or that the dumping duty had been evaded. Coupled with this request was an invitation to furnish the Committee with a copy of the complaint, on the understanding that they would see the matter was followed up. The reply was both prompt and general, exceeding in these respects any-



MR. P. W. ELLIS

(P. W. Ellis & Co.)

Chairman Tariff Committee, 1907-8.

thing that had been anticipated, and it was not long before your Committee found themselves deluged with an accumulation of technical grievances quite beyond their ability to handle with the inexperienced though willing clerical assistance at their disposal. Under these circumstances it was only natural that the idea of adding to the staff an expert Tariff Secretary should have suggested itself and been given serious consideration.

Meanwhile other influences were at work in the same direction. With a view to carrying out the instructions of the Toronto Convention, your Committee began to ask themselves what would be the best plan of campaign to adopt. Opinion among members was unanimously opposed to any demands for increased protection which could not be reasonably supported. On the other hand, it was believed that the

public would be quick to concede the merits of a just case logically presented. In this connection it was recalled with satisfaction how effectively organized labor had been appealed to some four years ago when, in a series of conferences between their representatives and the representatives of the Association, it was demonstrated to them that by distributing the fixed charges of a business over a larger output it was not only possible to reduce the price to the consumer, but to increase the wages of the workingman. Following along this line, your Committee soon satisfied themselves that many a deserving industry had failed in its application for tariff relief through no other reason than that its case had been improperly or imperfectly presented. Here then was the desired opportunity to be of service. But before assisting the individual member in the preparation of telling evidence, before aiding him in the investigation of factory costs, before placing at his disposal statistical information likely to prove helpful in arguing his case, it was first necessary for the Association to call into its service a Tariff Officer experienced in handling this class of work, and whose entire time could be devoted to it.

When the lack of such assistance was thus shown for the second time to be a serious handicap in carrying out the instructions of the Association it was agreed that no stone should be left unturned to obtain from the Council permission to proceed at once with the establishment of a Tariff Department. Precedents which amply justified the step were supplied by the Transportation and Insurance Committees, who had both engaged expert help in order that they might the more effectively discharge their duties. Furthermore, it was pointed out that if the Association could sanction such a policy when applied to what might be regarded as subsidiary features of its work, it should have no hesitation in doing as much to further the one great object which had called it into being, and which still remained the unifying principle binding all parts of the organization together.

This view prevailed with the Council and the Finance Committee having reported favorably with regard to ways and means, it only remained for your Committee to select a suitable officer. In the choice of Mr. R. W. Breadner, formerly Dominion Appraiser and Inspector of Customs, they feel that they have been most fortunate. Besides his marked ability as an appraiser, Mr. Breadner has familiarized himself, by twenty years of valuable experience, with almost every form of departmental procedure and every revision of the tariff during that long period. He has already shown himself to be conscientious and hard-working, and under his capable management your Committee feel safe in predicting a long career of usefulness for the new Department.

It will be understood, of course, that a great deal of time was consumed in bringing things through to this happy issue, but meanwhile the Committee did not lack for something to do. A varied assortment of matters were officially placed before them, upon which they beg to report action as follows:

Leeway in the Dumping Regulations.

Under instructions from the Annual Meeting consideration was given early in the year to a request from the Montreal Branch that the Minister of Customs be memorialized to abolish the leeway of 5 and 7½ per cent. allowed in the dumping regulations. In view of the excessive competition arising out of the financial depression across the border, it was thought well to press for the immediate cancellation of the 7½ per cent. clause, which applies to all articles other than those of iron and steel. This was accordingly done, but owing to the difficulty of administering the law satisfactorily without some margin of leeway the Department did not see fit to accede to the Association's request.

It is scarcely probable that any better success would have followed an effort to abolish the leeway of 5 per cent. on iron and steel products, but, fortunately or unfortunately as the case may be, your Committee were prevented from making any representations on this score by reason of a lack of harmony among the rolling mill men on the one hand and the bridge builders and boiler makers on the other. A conscientious effort was made to effect a compromise between these conflicting interests, but to no purpose.

Customs Appraisers and Inspectors.

A second request, prompted by the same desire for protection against the unequal competition of United States houses, was received from the Furniture Section, to the effect that the Department be asked to increase its staff of appraisers and investigating officers by the addition of an experienced man from each trade. In support of this request it was pointed out that the facts underlying a case of undervaluation in connection with an importation of furniture could probably be arrived at much more quickly and accurately by a tradesman in that line than by one whose knowledge of the business was not so specialized. Your Committee believe that there is much to recommend the suggestion, and so far as it would apply to an increase in the staff of special investigating officers they are prepared to endorse it. It becomes almost impracticable however, from the Department's point of view, to maintain at all the large ports of entry a staff of appraisers as extensive as such a policy would require, unless it were done by retaining active tradesmen in a consulting capacity only, but even to this there are obvious objections. In a country the size of Canada, with a widely scattered population, difficulties of this kind in the administration of the tariff must always be expected, and the only remedy seems to be a fuller measure of co-operation between the business public and the Departmental officers, so that all advantages possible may be obtained from the imperfect facilities the country is able to afford.

Export of Pulpwood.

At the request of the Pulp and Paper Section your Committee were pleased to be able to advise the Premier that the Association was fully in accord with the following resolution:

"Whereas it has been the policy of the Federal Government to encourage and promote manufacture within the bounds of the Dominion by duties sufficiently high to protect home manufacture, and by bounties to encourage the use of home raw material;

"And whereas the Federal Government has expended large amounts to promote agriculture and to encourage emigration from the Mother Land and foreign countries;

"And whereas we have within the bounds of Canada as a natural product spruce pulpwood capable of providing employment for a large number of our present people and for many who may come to find homes here;

"And whereas this wood is being raised in Canada and shipped as pulpwood to the United States to keep pulp and paper mills in that country running;

"And whereas our present natural advantages should make pulp and paper our greatest industry;

"And whereas the exporters are stripping the land of wood, while those with permanent interests in the country are striving to conserve the forests;

"And whereas the crop of pulpwood is of very

slow growth, and the supply is already becoming inaccessible;

"And whereas the free export of pulpwood to the United States, combined with the tariff against our pulp and paper, favors the development of the paper industry in the United States rather than in Canada,

"Therefore your petitioners humbly pray that the exportation of wood pulp be prohibited by the Federal Government."

Franco-Canadian Treaty.

A special meeting of your Committee was called early in January to consider what representations, if any, the Association should make in regard to the proposed Franco-Canadian Treaty then before Parliament. Without going into the elaborate statements, specially prepared for the occasion, showing the imports and exports of articles affected, the various rates of duty prevailing and proposed, and the opportunities for trade expansion, it was felt that the Association must make its attitude conform to the Tariff manifesto it had issued in January, 1907. In this manifesto it had expressed the belief that the Intermediate Tariff would stand as a continuous invitation to foreign countries to negotiate with Canada with a view to having it made effective, and that it might thus deal a blow to many lines of Canadian industry, and that so long as it stood on the statute books capital would remain timid, and little encouragement would be offered either for the establishment of new industries or the extension of old ones. When, in addition to this, it was remembered that, by virtue of an old treaty between Great Britain and France any tariff advantages extended to the latter country by Canada would be automatically extended to over a score of other countries without any obligation on their part to reciprocate, it was agreed that the wisest plan would be for the Association to maintain a strictly neutral attitude, leaving it for those trades that might be injuriously affected to make their own representations.

Thus far the treaty has not been ratified by the French Senate, and it seems more than likely that it will never become effective, in its present form at least.

Detroit Tunnel.

Early in the year complaint was made that large quantities of United States cement were being imported into Canada free of duty for use in the construction of the Michigan Central Railway Tunnel connecting Detroit and Windsor. Upon enquiry it was learned that the Department justified its action by a reference to Tariff Item No. 596, whereby materials used in Canada for the construction of bridges and tunnels crossing the boundary are admitted free of duty when similar material used under similar circumstances are admitted free into the United States. From statements made by the Treasury Department at Washington, it would appear that the arrangement is quite reciprocal. While it may be so in theory, it falls far short of being so in actual practice, for in the case under consideration \$148,000 worth of United States material had been admitted into Canada free of duty up to March 1st, whereas not one cent's worth of Canadian material had been similarly admitted into the United States.

There can be little doubt that if, under this arrangement, it were seen the Canadian producer was being benefited at the expense of the United States producer, the authorities of the latter country would quickly find some excuse for withdrawing the concession. The total amount of the contract is said to be about \$12,000,000, of which it may be assumed \$3,000,000 will be absolutely on Canadian soil, and when so many of our factories are running short time and so many of our workmen out of employment it is

regrettable that prompt steps were not taken to keep the business in Canadian channels. Your Committee are strongly of the opinion that representations should be made to Parliament looking to the repeal of Item 596 of the Customs Tariff Act.

Bounty on Tin Plate.

A communication was received requesting the Association to endorse an application to the Government for a bounty of $\frac{1}{2}$ c. per pound on the products of The Canada Tin Plate and Sheet Steel Co., Limited, Morrisburg, Ont., and as your Committee was of the opinion that the policy of granting bounties should only be entered upon with extreme caution, they instructed that a careful enquiry be made before complying with the request. In the meantime, evidently at the request of this Company, the Department



MR. R. W. BREADNER

Manager Tariff Department, Canadian Manufacturers' Association.

of Customs ruled that "until otherwise determined the dumping duty clause will be operative on tin plate, galvanized plate, Canada plate and black plate or sheet, when not over 30 inches by 52 inches each," although the company were not in a position to manufacture these goods in quantities anything near sufficient for the needs of the country. Under the circumstances your Committee could not see their way clear to endorse the application.

Duty on Pickles.

In view of the depressed condition of the pickle industry the application to the Government for increased protection was endorsed. The interests of the farmer and manufacturer are in this case identical; the former would receive a higher price for his vegetables, while the manufacture of vinegar, glass bottles, labels, corks and cases, as well as the labor of packing, would be encouraged in Canada.

It is to be regretted the Government have decided not to give this industry any further protection.

Preferential Tariff—Percentage of Labor.

The question as to the percentage of labor required to entitle goods to entry under the Preferential Tariff was brought to the attention of the Committee. Before goods imported from Great Britain can be allowed entry at the preferential rate the exporter is required to give a certificate to the effect "that a substantial portion of the labor of Great Britain has entered into the production of every manufactured article included in the said invoice to the extent in each article of not less than *one-fourth* of the value of every such article in its present condition ready for export to Canada." The expression "labor" has been held by the authorities to include *merchant's or manufacturer's profit*, notwithstanding the statement made by the Honorable Mr. Fielding in his Budget Speech on the 29th of November 1906, which was as follows: "It has been held in some quarters that this expression 'British labor' includes merchant's or manufacturer's profit. *This we think a wrong interpretation, and we propose to lay it down as a principle that profit shall not be deemed labor, but that in order that any foreign article may receive the British stamp, may qualify itself to be admitted under the British Preferential Tariff, it must have upon it 25 per cent. of bona fide British labor, without computing the profits as a portion of that labor.*" Although nearly two years have elapsed since the Budget Speech was delivered, no regulation has been issued carrying out the principle enunciated by the Honorable the Minister of Finance, it being held in abeyance pending the new French treaty going into operation, so that all the regulations may go out at the same time. The delay in the issuing of this regulation is causing serious injury to several industries in Canada, and your Committee earnestly hope that the policy announced by the Government to Parliament will be carried into effect without any further delay.

Lead Bounty.

Your Committee were pleased to learn that a resolution extending the payment of bounties on lead contained in lead-bearing ores mined and smelted in Canada had been submitted to Parliament, and instructed that a letter be sent to the Honorable the Minister of Trade and Commerce approving of the action taken.

Pork Products.

Information was received from certain members of the Association to the effect that, owing to the low prices prevailing on pork sold in the United States markets, the business of hog raising in Canada was being seriously affected. The present wording of the tariff does not give to the farmer the protection intended, and it is considered certain amendments to the tariff should be made in order to preserve their interests. The incoming Tariff Committee will, no doubt, deal with this matter.

Duty on Lumber.

The lumber interests in British Columbia requested the Association to endorse their application for duty on their products, and after careful consideration of the request it was deemed advisable to submit to the Branches of the Association in Manitoba and British Columbia certain proposed changes in the lumber schedule of the tariff, in order to ascertain if they would be satisfactory. A reply has been received from the British Columbia Branch, suggesting two small changes which can be adopted, but owing to the holiday season the matter has not yet been considered by the Manitoba Branch. A recommendation from the Committee

will be submitted shortly to the Executive Council for consideration.

Duty on Woollen Articles.

(This applies to all woven or knitted goods in which wool is the component material.)

Repeated representations having been made by the Woollen Section that their industry was in need of immediate attention at the hands of the Government, the following resolution was submitted to the Executive Council at the December meeting and was adopted: "That this Association is deeply impressed with the deplorable condition of the woollen industry of Canada, which it believes to be threatened with speedy and total extinction unless some relief be promptly given; it therefore strongly urges the Government to give its immediate consideration to the matter, to the end that a very important industry may be preserved to the country." The usual promise of consideration was given by the Government. In April a deputation from the Woollen Section waited on the Right Honorable the Premier and several members of his Cabinet at Ottawa, and requested the Government to immediately cause an investigation to be held for the purpose of ascertaining if the industry actually needed relief. In reply they were assured that their statements as to the deplorable conditions were believed, and were requested to submit in writing what was desired. Afterwards a sub-committee of the Woollen Section presented to the Right Honorable the Premier a statement showing the changes in the tariff which would be required to place the woollen industry of Canada on a proper basis, and requested immediate action. Later, as it appeared the Government intended Parliament to prorogue without granting any relief, your Committee, considering the extreme urgency of this matter, recommended to the Executive Council that the following telegram be sent to the Right Honorable the Premier:

"Toronto, July 16, 1908.

"Sir Wilfrid Laurier, Ottawa:

"The Executive Council of the Canadian Manufacturers' Association, now in session, knowing that under existing tariff conditions a number of our largest Canadian woollen industries must suffer annihilation before another year, appeal to you for immediate relief. What the two hundred woollen manufacturers have asked of you in the memorandum submitted is the least that will save them from ruin. They, together with the thousands of working people dependent upon them for their daily bread, and the farmers who have hitherto found profitable employment in wool growing, join us in the firm stand that this important question must be disposed of before the closing of Parliament. The Association awaits your answer. (Signed)

"Canadian Manufacturers' Association."

On the recommendation being adopted the telegram was sent and the following was the reply received:

"Ottawa, July 16, 1908.

"Canadian Manufacturers' Association, Toronto:

"Government regret that with present information they are unable to agree to the proposals respecting increased duties on wool goods. In a country with the climate of Canada the cost of woollen clothing becomes a question of very great importance. A proposal to increase the taxes on what might almost be called a necessity of life naturally arouses much opposition among the consumers and their representatives. The Government have on more than

one occasion given evidence of their appreciation of the importance of the woollen interests and their desire to give reasonable encouragement to it. They hope that to some extent the difficulties which the manufacturers are meeting are due not to tariff conditions but to a depression in trade which they believe is but temporary. This view is supported by the fact that in the neighboring Republic, where a very high wool tariff is in operation there has been trade depression. The Government, with due regard to the people of all sections of the country, feel that this is not the moment at which they should adopt a policy of increased taxation, especially on articles of a necessary character. The complaints that have been made by the woollen trade as to evasion of the Customs laws are being carefully looked into, and if it be ascertained that they be well founded the proper remedy will be applied. The question of tariff revision as respects the woollen industries cannot possibly be dealt with in the few hours of this session that remain. We can assure the manufacturers that we are fully appreciative of the industry and that if we cannot at this stage meet their wishes it is because we are obliged to consider the wishes of all classes throughout the country.

(Signed) "Wilfrid Laurier."

Your Committee did not consider it necessary to state in the telegram that if the protection asked for was granted it would not have meant an increased price to the consumer but, owing to the larger output of the factories, thereby reducing the fixed expenses, a reduction in the price would probably have taken place. This fact appears to have been overlooked by the Right Honorable the Premier, notwithstanding that evidence proving same had been supplied by the deputation that waited on him.

Since the answer was received a number of mills have closed their doors. It is for this meeting to state what further action should be taken.

Coming now to the work of the Tariff Department proper, it is gratifying to be able to report the following result of four months' work:

ORDERS-IN-COUNCIL.

Brass.

In view of the continued inactivity of the Canada Brass Rolling Mills, in whose interest Item No. 349, providing for a duty of 10 per cent. on brass bars, rods, strips, sheets and plates, was framed, application was made to the Government for the cancellation of the duty on this material. Your Committee are pleased to report that the following Order-in-Council has been passed: Brass in bars and rods in coil or otherwise, not less than six feet in length, and brass in strips, sheets or plates, not polished, planished or coated, when for use as materials in Canadian manufactures, may be imported into Canada free of duty.

Chain Rods.

Iron or steel rods, rolled or drawn, not less than five-sixteenths of an inch in diameter, when imported by manufacturers of chain for use only in the manufacture of chain in their own factories, shall be free of duty.

This provision was made in order to encourage the manufacture of coil chain in this country. As the British preferential rate on coil chain 5-16 of an inch in diameter and over is only 5 per cent., unless the raw material was made free the finished article could not be manufactured in Canada.

Tinsel Thread and Tinsel Wire.

Tinsel thread and tinsel wire, when imported by manufacturers of braids, cords, tassels, ribbons, or trimmings, for use only in the manufacture of such articles in their own factories, shall be subject to the following reduced duty, viz.:

British Preferential Tariff	5 per cent.
Intermediate Tariff	7½ per cent.
General Tariff	10 per cent.

The reduction in the rate of duty on these goods means



MR. HARRY COCKSHUTT

(Cockshutt Plow Co.)

Chairman Tariff Committee, 1908-9.

the successful establishment of another industry. Neither of these articles are manufactured in Canada.

Steel for the Manufacture of Cups and Cones for Ball Bearings.

Flat steel, cold rolled, not over half an inch thick, for use only in the manufacture of cups and cones for ball bearings, when imported by manufacturers of such ball bearings, shall be subject to the following reduced duty, viz.:

Under the British Preferential Tariff.	Free.
Under the Intermediate Tariff.....	5% ad valorem.
Under the General Tariff.....	5% ad valorem.

In view of the provisions of Sub-Section M of Section 2 of the Tariff Act, "rolled iron" and "rolled steel" means iron or steel hot rolled only," the manufacturer in Canada

was required to pay 30 per cent. on his raw material, as such could not be procured in Canada, while the finished article was only assessed duty at the rate of 27½ per cent. under the General Tariff and 15 per cent. from Great Britain. Under the former tariff the rate on the raw material was 5 per cent. from the United States and 3 1-3 per cent. from Great Britain. This reduction in the rate of duty will assist very materially in the manufacture of these articles in Canada.

Tariff Rulings.

The following are some of the important tariff rulings that were obtained after representations had been made thereon by this Department.

BOARD OF CUSTOMS DECISIONS.

Dried Milk.

Milk described as "powdered milk" or "dried milk" manufactured into the form of a powder from pure milk or skimmed milk, should be rated as "condensed milk."

Under this ruling the farmers and manufacturers in Canada will be protected against the cheap skim milk product that was being imported at slaughter prices from European countries.

Textile Machinery.

Machinery of a class or kind not made in Canada, and parts thereof, adapted for use in manufacturing fibrous materials, up to and including the operations of weaving, knitting, braiding and finishing fabrics of fibrous materials ready for the market, except when such machinery is otherwise free of duty, in effect from 9th June 1908, British Preferential and General Tariff rate, 10 per cent.

Formerly the major portion of this machinery was assessed duty at 15 per cent. British Preferential and 27½ per cent. General Tariff.

Opaque Envelope Paper.

Opaque envelope paper in colors, manufactured in one process, 15 per cent. British Preferential and 25 per cent. General Tariff.

Formerly the ratings were 22½ per cent. British Preferential and 35 per cent. General Tariff.

Cotton Seed Foots.

Foots of cotton seed oil recovered by acid treatment, and fit only for the manufacture of soap, may be entered free of duty under Tariff Item 280.

This article had previously been assessed duty at 20 per cent.

Departmental Rulings.

Granular aluminum, free.

Rate previously collected was 20 per cent.

Hollow drill steel, used in the manufacture of rock drills, and costing not less than 3½c. per pound, British Preferential, free; General Tariff, 5 per cent.

Formerly rated at 30 per cent.

"Carmine M. A.," a preparation of logwood, used for dyeing purposes, free.

Previously was assessed duty at 20 per cent.

Yarns Known as "Imitation Horse Hair," "Artificial Silk," and "Pyroxylin," and Braids Made Therefrom.

It was represented to your Committee that the above noted yarns were being assessed duty at the rate of 20 per cent., while the braids made therefrom had been ruled to be free. This meant ultimate ruin to this particular industry, as the yarns could not be procured in Canada. On investigation being made, it was ascertained the yarns

were entitled to free entry, while the braids should be assessed duty at 25 per cent. under Preferential Tariff and 35 per cent. under General Tariff, and the Department of Customs has so ruled.

Circular Letter.

On the 22nd of May a circular letter was mailed to each member of the Association announcing the organization of the Tariff Department and suggesting a number of lines along which it could be of practical value. Answers were received from a fair proportion of the members, and it is no exaggeration to state that many of them have been very materially benefitted thereby. In respect to drawbacks and refunds letters have been received showing considerable returns have been obtained.

Your Committee cannot emphasize too strongly the advisability of the members of the Association transacting their Customs business at Ottawa through the Manager of the Tariff Department of the Association. If any member desires information or advice pertaining to rates of duty, refunds, drawbacks, unfair foreign competition, or any other customs matter, he should not hesitate to consult with the Manager of this Department. The Manager desires that the freest possible use of his services should be made.

In conclusion, your Committee beg to report the receipt of a recommendation from the Montreal Branch to the effect that the headquarters of the Tariff Department be established at Ottawa. As this suggestion involves a radical departure from the past policy of the Association to centralize its executive offices at one point, it has been thought well to leave it for this meeting to discuss, in order that it may be seen how members from points other than Toronto, Montreal and Ottawa will view the change.

Respectfully submitted on behalf of the Committee.

P. W. Ellis,
Chairman.

G. M. Murray,
Secretary.

Mr. Ellis read report down to and including clause "Bounty on Tin Plate."

Mr. Ellis: Just for one moment I would digress from the report to make this further statement,—the application of the Dumping Clause to importations of tin plate from the United States purchased at former values meant a tax of 55 1-2 cents per 100 lbs., which is more than the bounty asked for in respect to these goods when imported from that country. It means the application of the Dumping Clause has given them what they were asking for in another way, by way of bounty.

Mr. Ellis reads clauses "Duty on Pickles," "Preferential Tariff," "Lead Bounty" and "Pork Products."

Mr. Ellis: To further elucidate that last clause, and emphasize the fact that we are not only looking to the protection of the industries represented by our members but to the protection of industries by all classes of the community, our Tariff Officer has instructions from your Committee and I judge with your sanction and commendation, that, wherever he can assist the farmer it is his duty to do so, because we all realize that when it is "All is well" with the farmer, it is "All is well" with every other interest in our community, and it is our purpose to work in every way we can in harmony with the agricultural interests of this Dominion.

Pork Products.

If the tariff was altered to read, "Barrelled pork, in brine, containing not more than 16 pieces to the barrel of 200 lbs., 2 cents per lb."

The other tariff item to read, "All other fresh, salted,

smoked or cured meats not canned, 3 cents per lb.," it would cover the case.

In this manner no additional tax would be assessed on the pork such as is used by the lumbermen, while the choice pork would be dutiable at the same rate as that presently collected on fresh pork. As the tariff now stands the rate on fresh pork is three cents per lb., and on salt pork two cents per lb. A carload of pork usually weighs 30,000 lbs. By the purchase of one bag of salt and sprinkling same over a car of fresh pork, a saving of \$300.00 duty can be effected, the pork being known as green salted. In the United States fresh pork is dutiable at two cents per lb., while ham and bacon are dutiable at five cents per lb. It must not be forgotten that in the curing of meats a marked depreciation in the weight takes place.

That simply illustrates how difficult it is for the ordinary layman to know what his opportunities are under the tariff, which is so highly technical. Our Tariff Officer could illustrate to you where thousands of dollars have been saved to our members and saved properly by a correct understanding of the proper intention of the tariff. Many of our members have been paying duty upon their raw materials improperly, unwittingly; they were unable to know; they didn't know what their opportunities and privileges were. It is unnecessary to say, of course, that it was not the purpose of the Government to levy an impost upon our manufacturers unjustly, but it is such a technical question that our members misunderstood the intention and were paying duty when no duty was required.

Mr. Hobson: Might I suggest that the sections headed "Orders-in-Council" and "Board of Customs Decisions" be taken as read, so that we may get ahead with the discussion? (Suggestion adopted.)

Mr. Ellis reads clause re "Circular Letter" and conclusion of report, and moved, seconded by Mr. Rowley, that the report be adopted.

The President: The report is now open for discussion.

Mr. Rowley: In seconding the adoption of the report, Mr. Chairman, I would like to say with reference to that portion of it on page 73 that I think we are all satisfied that the Tariff Committee had to appoint a tariff expert, and they have done well to appoint Mr. Breadner. Personally I have known Mr. Breadner for a good many years at Ottawa, and as I always found him in connection with customs matters a fair enemy I had pleasure in suggesting to the Tariff Committee, when my opinion was asked about it, that I thought he would make a first-class friend to this Association. He had been always as fair as he possibly could be, surrounded as he was and tied up with red tape, in listening to whatever representations were put before him, and helping the importer where he conscientiously could do it with the rebate of duty, refunds, and questions that came up.

Now, on the top of page 74 of the report a difficulty is mentioned, and I should like if Mr. Breadner would take a note to explain to us more fully what the difficulty is.

On page 76 it says, "The delay in the issuing of this regulation (with reference to British labor) is causing serious injury to several industries in Canada, and your Committee earnestly hope that the policy announced by the Government to Parliament will be carried into effect without any further delay." I would like to ask Mr. Breadner through you, if in his opinion that permission asked for is granted, and that regulation is issued consistent with what the Finance Minister said, whether the extra duty that ought to have been levied is likely to be levied on the goods that have come in?

Location of Tariff Department.

Now, on the last page, in the concluding paragraph, I hope that this Convention will take into their serious consideration what is practically the recommendation of the Montreal Branch, and which is practically the recommendation, I take it, of the Tariff Committee, that the headquarters of the Tariff Department should be established at Ottawa. There are very many reasons why that should be done. I won't take up the time of the Association—it is getting close to one o'clock—by mentioning the reasons why it should be done, unless there is some strong argument set forth here later on why the headquarters should not be changed. In that case I shall ask to have the privilege of perhaps saying a word in defence or rather in support of the opinion I have, and that I hope will be general here, that the headquarters of the Tariff Department should be at Ottawa.

Mr. Ellis: I might say, to correct an impression that Mr. Rowell may have left, that the Tariff Committee have not recommended that change.



His Majesty's Theatre.

Mr. Rowell: I didn't say so.

Mr. Saunders: Mr. President, in regard to lead, I am led to believe—(laughter)—Pardon me, gentlemen—I am informed that there is a man in Montreal about to enter into the manufacture of sheet lead, and at present the tariff is in such a condition that there will be very little encouragement to proceed with that manufacture, and the gentleman would like to have the Association deal with it in some way, to either increase the preferential tariff on this line, or, by a bounty, help the industry to be established. I understand at present there is no sheet lead rolled in Canada. There was an attempt made in Toronto and perhaps is now, but it is not successful. The present company, however, have abundant capital to undertake the manufacture of sheet lead, and they would like the Tariff Committee to take action with them, and would like the aid or assistance of the Association in any manner they can give it. It is important for Canada as well as Montreal.

The President: This question is referred to the new Tariff Committee.

Mr. McKay: On page 79 we would like a little change in the wording of the heading on "Duty on Woollen Articles," and we thought it advisable to ask the Convention to kindly change the part to read as follows: "This applies to all woven or knitted goods composed of any vegetable or animal material used in manufacturing by any industry in

the woollen section." This is to show exactly what the woollen section is comprised of in our Association.

Mr. R. J. Younge: I would like to suggest that we consider this report paragraph by paragraph and then there would be no possibility of any of the important matters contained in the report escaping our attention. If we considered it item by item we would get through it more expeditiously.

(Mr. Younge's suggestion was adopted.)

The various clauses of the report were adopted without further discussion down to the clause "Duty on Woollen Articles."

Mr. Ellis: Mr. Breadner might address himself to that point; it is widening the interests; we are going from woollen goods into another fabric.

Mr. Breadner: Would Mr. McKay read his suggestion again?

What Woolens Include.

Mr. McKay: The Ministers told us that they didn't understand what the woollen section was comprised of; we have always stated it was comprised of manufacturers of carpets, fannels, blankets, rugs, tweeds, dress goods and knitted goods of all description made from any material, and my idea is to have the heading changed, so that everyone will understand what the woollen section is. I move that we change the reading of this heading to "This applies to all woven or knitted goods composed of any vegetable or animal material used in manufacturing by any industry in the woollen section."

Mr. Hewton: I have much pleasure in seconding that.

Mr. Breadner: In connection with the tariff, if you will turn up the tariff items you will find that knitted goods are allied with the woven goods. Now, Mr. McKay has, no doubt, reference to socks and stockings and underwear. By looking at items 568 and 568a you find that undershirts, drawers and knitted goods of any material are dutiable at 22 1-2 per cent. preferential and 35 per cent. general, and socks and stockings 25 per cent. preferential and 35 per cent. general. As cotton and other vegetable materials are so closely interwoven with wool it is impossible to-day for any customs officer to determine a rate of duty unless such were classified with the woollen goods, and if you take the clothing item you will find in reading the tariff that it says the whole or any part of the whole wool. That is the reason why I think Mr. McKay desires this slight alteration, and in fact the alteration is really what is in practice to-day.

The President put the motion, which, on a vote having been taken, was declared carried.

Mr. Davis: I would like to discover the attitude of the Association in particular cases, such as specified on page 82, where apparently the committee recommend a preferred duty to be extended to manufacturers of ball-bearing for sheet steel.

Mr. Kendry: I didn't understand you had passed the woollen clause; there are some points on which we wish to say something.

The President: If you desire to discuss that it is quite proper.

The Woollen Situation.

Mr. Kendry: We are now here to discuss this question, and I may say, Mr. Chairman and President, that, so far as the Tariff Committee of the Canadian Manufacturers' Association is concerned, we wish to commend them for their action with reference to the telegram which was sent to Sir Wilfrid Laurier. I want to say, Mr. Chairman, that this question has been before the people for quite a number of years, and, so far as the woollen industry is concerned, we have received no assist-

ance from the Government. Now, sir, as I understand it, we are all banded together here as manufacturers, and, where an industry is suffering, to protect that industry. I may say to you that we feel that, so far as the woollen industry of this country is concerned, unless we receive some assistance it will be a matter of impossibility to carry on that business in this country. I want to say to you that it is one of the oldest industries in this country; it was one of the largest in former years—in fact, it was the largest industry we had. The present Government have seen fit—I don't know why—to alter the duty on woollen goods that we had under the old Government. We always had a specific duty before, and I want to say to you, Mr. President and gentlemen, that we should have a specific duty, if no other. So far as the ad valorem is concerned, they can do anything they like. I would ask the Association to pass a resolution calling the attention of that to the Government. I notice here, Mr. President, the statement made by Sir Wilfrid Laurier. He says: "The Government regret that, with present information, they are unable to agree to the proposals respecting increased duties on wool goods. In a country with the climate of Canada the cost of woollen clothing becomes a question of very great importance. A proposal to increase the taxes on what might almost be called a necessity of life naturally arouses much opposition among the consumers and their representatives."

Now, I wish, Mr. President, to take issue with that. In this country we are making as fine woollen goods as they can make in any part of the world. We are not encouraged at all by the Government, because what goods come into this country are a very high and very low class of goods; and we, as manufacturers, have not the chance to manufacture the better class of goods nor the lowest, and I will tell you why. In the first place, so far as the Yorkshire manufacturer is concerned, he dumps into this country goods which were made by cheap labor, which we cannot get in this country. We are in the same position as the iron people of this country. We have got to pay the wages. To the south of us we have the United States, which is drawing our expert labor into that country; and, as Mr. Simpson stated here, I don't think there is a manufacturer who wants to reduce the wage of any working-man to-day. Now, sir, we are in that position; and, as far as this industry is concerned, what do we find in the United States to-day, in the Eastern States? I was down there a short time ago, and what did I find? In every mill I went into I noticed many employees who used to work for me; they have all drifted to the United States. We cannot keep good labor, or, at least, it is very difficult for us to do so. We do not ask for anything unreasonable, but we do expect that this Association will see that we get fair treatment, the same as other manufacturers in this country. The Premier, in his letter, says: "The Government have on more than one occasion given evidence of their appreciation of the importance of the woollen interests and their desire to give reasonable encouragement to it." I take issue there; they have not done so. He qualifies it here: "The Government, with due regard to the people of all sections of the country, feel that this is not the moment at which they should adopt a policy of increased taxation." There are two opposite expressions.

Sir Wilfrid has stated that the Government cannot do anything unless the case is properly laid before them. I want to say we have had twenty or thirty deputations go to Ottawa, and I know myself I have been on them till I have got tired of going there. We put the case before them, and they admitted that no business was hit so hard in this country as the woollen industry. While that is the case, I think it is the duty of the Manufacturers' Association to do all they can in the interests of the woollen industry. I quite commend the committee; I think they have done all they can. Mention is made of the United States. So far as the United States is

concerned, we know there is a depression there, but what is the fact? The United States to-day manufacture 95 per cent. of what they consume. What do we do in this country? We are importing to-day 90 per cent. of what we consume. There is the difference between the two situations.

It has been said, so far as the woollen industry is concerned, that we cannot make goods in this country. I claim if we get a chance we can make the goods. It is not a question of raising the price of the goods; it is a question of getting the market, and that is what we want, and we can then make them cheaper.

Government Has Not Acted.

I think I see a friend here to my left who is one of our big manufacturers. His company is ordering its stuff from England or from Germany, and it has got to order in larger quantities. In this country we have got to order piece by piece, and it costs us so much more to manufacture, and, so far as that is concerned, we do not get the same chance we should; and I am here, Mr. President, to take issue with the statements of Sir Wilfrid Laurier that they have given us encouragement. They have not. I was on a deputation a short time ago, and we met the Finance Minister and also the Minister of Customs, and he said to us: "We cannot do anything for you, because here is the great West. You go to the Western members and see what they will do; if they will agree that you have a right to an increased tariff, we will be satisfied to do it." I said: "We are not here, so far as we are concerned, to say anything to the members; it is for the Government to do it." But, if we are going to be ruled by the West, the sooner the East knows it the better; and I say, with all sincerity, that we should all be one so far as the East and West and North and South are concerned. So far as the farmers are concerned, we are all quite satisfied that they

should be treated properly. But I would suggest that a committee be formed in order to draw up some stronger resolution, to see if we cannot get the Government to do something in the interests of an industry which will otherwise be annihilated. (Applause.)

I would move that Mr. J. P. Murray, Mr. D. H. McKay, Mr. L. Simpson, and Mr. P. W. Ellis be a committee to prepare a resolution on this question.

Mr. Hewton: I rise to second the motion. I should like to point out that the Manufacturers' Association has been established for a certain purpose, and that purpose is to see that every industry is given its proper rights. There is no use of us coming here year after year and simply having a report go through and saying we asked for certain things and didn't get them. We should know why, if we don't get them. The woollen industry has not been looked after, and I think it is up to the whole of the Association to see that active steps are taken to remedy things of this kind.

The President stated the motion.

The President: As the time is short, shall we adjourn the discussion of that resolution till to-morrow morning?

Consent was given.

The convention then adjourned, to meet Thursday, September 17th, at 9.30 a.m.

THURSDAY, September 17th, 1908.

At 9.30 a.m. the President called the Convention to order and said: In place of proceeding with the resolution on the woollen industry, which I understand is not quite ready, we will take up the report of the Commercial Intelligence Committee, and I will ask Mr. J. P. Murray, in the absence of Mr. Housser, to read the report.

Mr. J. P. Murray read the report clause by clause.

REPORT OF COMMERCIAL INTELLIGENCE COMMITTEE

Your Commercial Intelligence Committee have pleasure in submitting the following summary of matters that have engaged their attention during the past year.

Foreign Trade.

The period under review has, of course, been a strenuous one in all lines of business. The consuming capacity of the home market has been forced away below normal as the result of a short crop following close upon the heels of a financial depression. For the first time in fourteen years imports of merchandise show a falling off, from \$342,674,271 in 1907 (twelve months ending May), to \$333,014,358 in 1908. Purchases of domestic merchandise have also reflected the retrenchment felt on all sides, and producers in consequence have been compelled to give more attention to the development of an export trade. In this they have made some progress, the returns showing foreign sales of \$260,619,002 in 1908, as against \$249,211,351 in 1907. All departments of trade, excepting forest and animal products, have shared in the increase. In the case of manufactured goods the gain has been approximately \$3,000,000, or 12 per cent.

Trade Commissioner Service.

Keeping in mind the needs of the situation, your Committee have given much time to the consideration of plans for improving Canada's commercial facilities abroad. Last fall a recommendation was sent to the Minister of Trade and Commerce, strongly urging the appointment of a Commission

to the West Indies. Previously Canada had been represented in that territory by resident agents only, most of whom were supposed to have close business connections with United States houses. It is gratifying to be able to report that this recommendation was acted upon, and that the interests of Canadian firms exporting to the West Indies are now being more adequately cared for. Mr. E. H. S. Flood, Barbados, B.W.I., is the officer in charge.

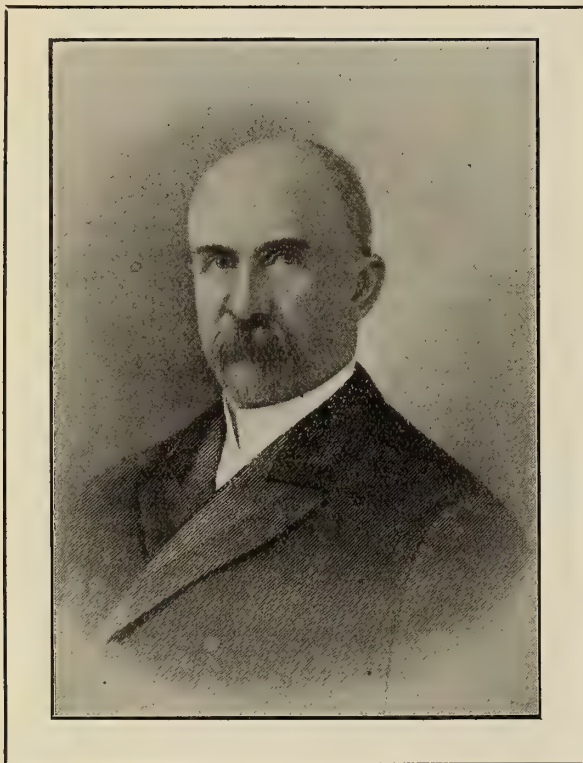
The next step was to make a strong plea for the appointment of a separate Commissioner to New Zealand. Under the present arrangement this field is supposed to be looked after by Mr. Larke of Sydney, but it would seem that he already has more territory in Australia than he can reasonably be expected to do justice to. Your Committee are informed that his visits to New Zealand do not take place more frequently than once in two or three years. Whether this be true or not, it is apparent that Canadian trade is not being pushed there as vigorously as it should be. It goes without saying that a market of such growing importance, to which we have access under terms so much better than those given our neighbors to the South, is worthy of careful cultivation, and it is earnestly hoped, therefore, that the Department will recognize this fact by making a separate jurisdiction of it in the Foreign Trade Service and placing in charge thereof a competent and experienced officer.

More recently your Committee have urged the Minister to increase the number of Trade Commissioners in the United Kingdom. At present there are but five, one each in

Leeds, Birmingham, Manchester and Bristol, and the High Commissioner in London. Ireland and Scotland are without representation of any kind, except such indirect and imperfect assistance as the Immigration Agents can lend. In proportion to the volume of business done, nearly \$150,000,000 annually, this seems entirely inadequate, even for present requirements, but when, in addition, it is remembered that for years to come Canada must look to the Mother Country as the natural market for the sale of her surplus products, the need for an enlargement of the service becomes very apparent indeed. As a commencement, it has been recommended that an additional Commissioner for England, and one each for Ireland and Scotland, be appointed at once, to be followed by other appointments as rapidly as circumstances will permit.

Trade and Commerce Reports.

It is a pleasure to be able to testify to the increasing value of the weekly and monthly reports issued by the



J. H. HOUSSER

(Massey-Harris Co.)

Chairman Commercial Intelligence Committee, 1907-8.

Department of Trade and Commerce. They now contain authentic advice as to new tariffs and tariff changes adopted by all the British colonies, useful statistical information as to the import and export trade of the leading countries of the world, extracts of interest from the reports of British Consuls and from the better class of trade journals, as well as a miscellaneous assortment of commercial information that every progressive business man will be glad to receive.

In one respect, however, they are open to serious criticism from the manufacturers' point of view, and that is because they give so much space to the publication of enquiries from British and foreign houses anxious to find purchasers or agents for their goods in Canada. It is scarcely right that our money should be used to furnish a free advertising medium to the outsider whose object is to displace us in our own home market. The Department's attention

has been called to this point, and assurance has been given that the various Commissioners would be instructed not to encourage enquiries of the kind referred to, but we regret to state thus far no improvement has been noticed.

Trade Enquiries.

Enquiries of the other kind, from parties wishing to purchase Canadian goods, are, of course, always welcomed, and during the year 826 of these were published in "Industrial Canada." Many of them reached the Association direct and were passed on in the usual way to members who it was believed might be interested. From the manner in which these were received it was apparent to your Committee that the service was thoroughly appreciated; while the larger number of readers asking for the addresses corresponding to specific enquiries in "Industrial Canada" showed clearly the added interest that was being taken in export trade. In a number of instances letters have been received stating that satisfactory business has resulted.

Distribution of Catalogues.

In a further effort to stimulate export trade it was decided to repeat the experiment tried two years ago of supplying each Trade Commissioner with a set of catalogues and price lists from Canadian houses prepared to do business in his territory. These have now been collected, and as soon as indexed will be sent forward, accompanied by a list giving the names of the agents by whom the various houses are locally represented. This should enable the Commissioners to answer possible enquirers more promptly and accurately, and where time is a consideration it should improve the chances for securing business.

Commercial Reports.

Early in the winter the Association's commercial report service underwent a thorough reorganization. Some of the correspondents were supplying information that was altogether too meagre, others were dilatory in filling orders, while complaints were occasionally being received that the reports furnished were untrustworthy. A thorough investigation followed, as a result of which it was decided to establish a number of new connections and to endeavor, where possible, to give members the benefit of reports secured through two or more independent channels. The service has in consequence been greatly improved. It scarcely pays the Association as well as before—indeed, it may shortly be found necessary to increase the charge for reports from \$1.50 to \$2.00—but so long as members are supplied with up-to-date and reliable information your Committee are satisfied to perform the service at cost.

The number of members using this department during the year was 40, as against 18 in 1907, while the total number of reports supplied was 63, as compared with 46 the year before.

Translations.

The Translation Department has also been established upon a new basis. Instead of charging for every piece of work done, the rule now is that a member can have ordinary business letters to the number of 25 per year translated from or into French, German, Italian or Spanish free of cost. Letters in excess of 25 will be charged for, though at somewhat lower rates than before, while work of a technical character will always be undertaken at prices to be arranged. This change has necessitated adding a translator to the staff, but the expense seems to be more than justified by the general satisfaction with which it has been received. The records show that during the year just closed 335 translations were made for 78 different members, as against 48 translations for 19 members in 1907.

Tariff Treaties.

The efforts put forth by the Government to secure from other countries tariff concessions for Canadian exporters have come to form one of the important features of our foreign policy. The treaties by which they are arranged must always, of course, be mutual, and so far as the import trade of Canada is affected thereby they become matters for the Tariff Committee rather than the Commercial Intelligence Committee to consider. When, however, information can be had of some anticipated advantage or impending disadvantage your Committee feel it their duty to communicate with members likely to be affected. To this end the negotiations with the Government of Australia for the adoption of a mutual preferential tariff were followed closely from the beginning. Incidentally it may be remarked, though they did not prove successful, it was not due to any weakness in the way the case was handled by Commissioner Ross, whose tactful and indefatigable efforts are deserving of some recognition. When the French Treaty was announced a great deal of statistical information was sent interested members under private cover, with a view to pointing out the amount of trade to be had in France and the advantages Canadians would enjoy under the new arrangement over their competitors in the United States. It is unfortunate that before the treaty was negotiated the Association was not asked for a list of the manufactured articles which Canada might reasonably expect to be able to sell in France under more favorable tariff treatment, for in that event its scope might have been extended to good advantage. Should the Government proceed with the negotiation of a treaty with either Germany or Italy your Committee will see that this information is supplied in advance.

British Patent Act.

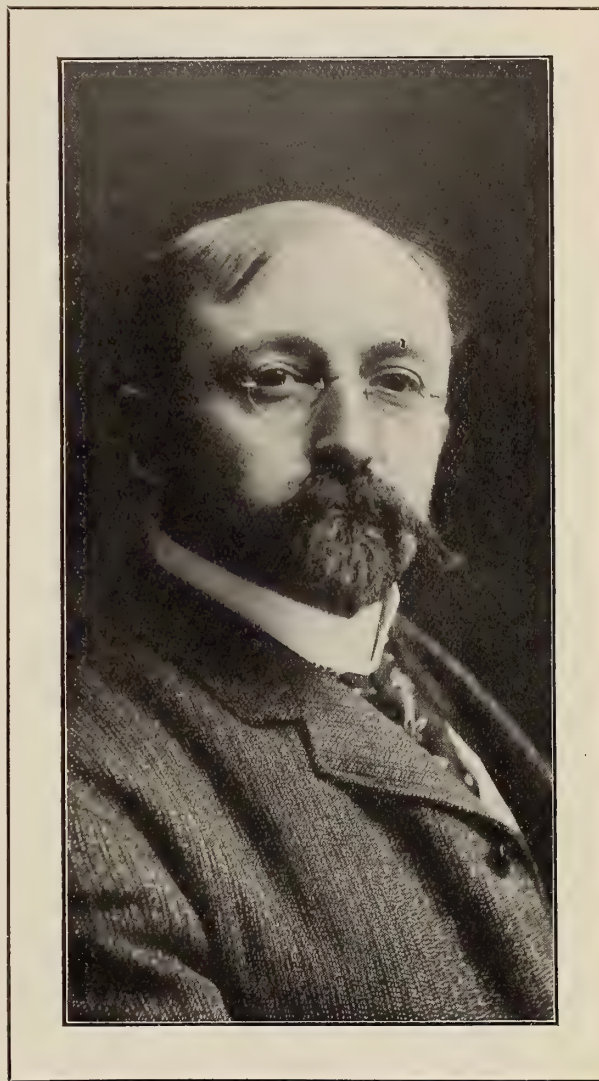
The provisions of the new Patents and Designs Act of Great Britain (1907) are of interest to Canadians, on account of the radical changes they have brought about. Heretofore the registration of a patent in Great Britain was sufficient to protect the rights of the patentee indefinitely, without further obligation on his part. It is now declared that any foreign patent may be revoked one year from date unless the patented article is manufactured or the patented process is operated within the limits of the United Kingdom or the Isle of Man. At first it was thought an exception might be made in favor of inventions worked in a British colony, but this was thrown out in the legislation as finally passed. The year of grace allowed in the case of all patents granted before the enactment of the new law expired on August 27th.

Fraudulent and Questionable Schemes Exposed.

During the year your Committee have been instrumental in exposing a number of schemes the object of which was to victimize manufacturers. A publication described as the Official Pink Book of Canada, said to be a classified directory of 14,000 manufacturers, and for which orders were being solicited by mail at \$10.00 per copy, was found upon investigation to exist only in the imagination of an enterprising youth at Etchemin Bridge, Que. Through the assistance of the Post Office Department this fraud was suppressed. The Quebec Tercentenary seemed to afford an opportunity to a party in Montreal to launch out into an extensive advertising proposition, into which it was no doubt hoped many manufacturers would be inveigled. A few of the inconsistencies in this gentleman's scheme were set forth in a circular which was sent to members placing them on their guard. More recently your Committee had occasion to look into the standing of a book known as the Official Guide of the Intercolonial Railway, for which adver-

tisements had been secured in many instances on the understanding that it was practically a Government publication, and that patronage might be withdrawn from firms declining to reciprocate. A letter was secured from the Minister of Railways to the effect that it was purely a private undertaking, in no way connected with his Department or with the I. C. R. A copy of this statement was sent to every member advertising in the Guide, and called forth many grateful acknowledgments.

Through its wide connections, the Association is splendidly equipped for bringing all such questionable schemes to



MR. W. L. EDMONDS

(MacLean Publishing Co.)

Chairman Commercial Intelligence Committee, 1908-9.

light, and it is hoped that when members encounter anything of the kind they will report same promptly to head office. A little more co-operation along this line would prove very valuable.

Provincial Corporation Taxes.

As a matter of general information your Committee have caused a statement to be prepared setting forth the requirements of the various Provinces as regards the registration of Dominion and extra-Provincial corporations, explaining also the status before the courts of companies failing so to register. A great deal of misapprehension has prevailed on this score, and it is believed that the informa-

tion, which will shortly be printed in "Industrial Canada," will prove very helpful, not only to those operating branch houses, but to every firm whose business extends beyond the bounds of its own Province.

Miscellaneous.

Upon the recommendation of your Committee, the Council endorsed the proposal of the Ottawa Board of Trade favoring state operation and control of a single globe-girdling system of telegraph lines by sea and land.

Through the Press Association they asked for and secured a renewal of the subsidy to the Canadian Associated Press.

They also recommended the Government early in January to take any steps within reason that would secure to the farmers of the North-West an abundant supply of seed wheat of good germinating quality. This recommendation was in due course acted upon, with results which speak for themselves.

In conclusion, it may be stated that your Committee have constantly endeavored to keep the Association Library equipped with every facility for supplying the kind of commercial information that members most frequently call for. Trade directories of every description, departmental blue books, foreign tariffs, foreign trade statistics, Dominion and Provincial Statutes, telegraph codes, technical dictionaries, and scores of reference books are always available for those in quest of data which is not easily obtainable through the ordinary channels, and a willing staff will always be found in readiness to serve those enquiring.

Respectfully submitted on behalf of the Committee,

J. H. Housser,
Chairman.

G. M. Murray,
Secretary.

Mr. Murray: In connection with the clause re "British Patent Act" is the statement here correct: "Heretofore the registration of a patent in Great Britain was sufficient to protect the rights of the patentee indefinitely, without further obligation on his part." I am asking for my own

information, because I am under the impression that in the Old Country you have to pay fees to keep your patent alive. If that is so this cannot be right. It says "without further obligation on his part." If we have an obligation to pay money every year, then we have an obligation. If I am right this is wrong.

Mr. McKay: I would like Mr. Murray to explain that point.

Mr. Murray: The Secretary states that he has no facts, but I had a patent over in the Old Country, and I had to pay fees every year to keep it alive. We, as a body of manufacturers, ought to be sure we are right before we make this statement.

Mr. Davis: The whole matter can be covered perfectly by striking out the words, "without further obligation on his part," and substituting, "without manufacturing the article there."

Mr. Murray: That seems to cover the situation.

The President: (Referring to clause re "Fraudulent and questionable schemes exposed")—I believe this has saved many hundreds of dollars to the manufacturers.

Mr. Murray moved, seconded by Mr. McKay, that the report as a whole be adopted.

The President put the motion, which, on a vote having been taken, was declared carried.

The President: The second order of the day is the report of the Committee on Technical Education. Mr. S. M. Wickett will read the report.

The Secretary read letter received from the Secretary of the Westmount Bowling Club, extending the privileges of the club to the members of the Association.

The President: The letter will be received with thanks, and I am sure the members of the Association who take advantage of the privilege will be able to keep up the honor of the Association.

Mr. Wickett then presented the report of the Committee on Technical Education and read the same, clause by clause.

REPORT OF TECHNICAL EDUCATION COMMITTEE

Four years ago, at the Montreal Convention, in 1904, the Committee now reporting was called into being for the purpose of executing a specific task in a specific manner. For four years its best efforts have been steadily directed towards the realization of the object set before it. A point has now been reached where it seems advisable to consider, not the abandonment of the project, for it must never be said of the Association's industrial training policy that it has failed, but rather the adoption of other means to attain the end in view.

In order that the meeting may fully comprehend the situation, it has been thought well to present a bird's-eye view of the Association's campaign from its very inception.

The Montreal Resolution.

On September 22nd, 1904, the Association, in annual meeting assembled, adopted unanimously the following resolution:

"Whereas the importance of technical education to the manufacturing industries warrants and requires the establishing of modern, thoroughly equipped technical schools throughout Canada; and

"Whereas the instituting of a general system, with one standard curriculum, requires that all the

schools should be under one central management; and

"Whereas it is the function of the Federal Government alone to properly organize such a system of schools throughout the Dominion;

"Therefore, be it resolved that the Association should, through a special committee, investigate the subject of technical education, as it is dealt with in other countries, with a view to recommending early action on the part of the Dominion Government in inaugurating a national movement for a standard system of technical education in Canada."

In due course, the present Committee were appointed to carry out the instructions outlined in the above resolution. They immediately applied themselves to their task, with the result that, when the Convention met in Quebec in 1905, they were able to report substantial progress as regards their investigation into the importance of the part played by technical education in the industrial development of Germany, Great Britain and the United States. Their report for that year concluded with the recommendation "that the Dominion Government be requested to appoint a Commission to report on the best method for establishing a comprehensive national system of technical education to

provide Canadian industry and commerce with trained assistants from amongst the Canadian people, and thereby aid in developing Canadian industry, and do away with the present condition of affairs, which compels employers to go abroad for men to occupy the more responsible and more remunerative positions in Canadian enterprises."

The Memorial of 1906.

This recommendation having been approved of, a memorial was drawn up and presented to the Government on May 11th, 1906, pressing for the appointment of a Commission of enquiry. Various arguments with which the members of the Association are already familiar were advanced in support of the petition, in addition to which an effort was made to anticipate the objections which it was known would be raised on constitutional grounds. In this connection it was shown:

(1) That the B.N.A. Act need be no barrier to action, for while it left education to the provinces, it entrusted the regulation of trade and commerce to the Dominion, and technical training was in a substantial measure a part of the national industrial policy.

(2) That the examples of other countries having federal governments, such as Germany and the United States, amply justified the Dominion in giving aid to industrial education;

(3) That by establishing experimental farms and biological research stations, by conducting an engineering course at Kingston, by contributing to the support of the Railway Department of McGill University, and in other ways, the Dominion Government had already evinced a direct interest in our educational problems, thus making its own precedent.

As illustrating the unanimity of public opinion in support of an aggressive national policy of industrial training, it should be explained that the Association's memorial was endorsed

(1) By each of its Branches from the Atlantic to the Pacific.

(2) By the Canadian Trades and Labor Congress.

(3) By the heads of our leading universities.

(4) By the press everywhere.

Subsequently a letter was sent to the active Boards of Trade in Canada, soliciting co-operation. Of these, twenty-eight took favorable action, representing every city of importance, from Halifax to Victoria.

Meanwhile, an active canvass of members of the Cabinet and of private members was begun at Ottawa. Your Committee joined hands with the representatives of organized labor in pleading the cause of technical education on every possible occasion. From the opinions expressed at interviews accorded both joint and separate deputations, it was evident that the important bearing of the question upon Canada's development was understood; yet it seemed impossible to elicit from the Government a definite promise that the Commission would be granted. In an effort still further to crystallize public opinion, and, as it were, to force the matter to an issue, the press was appealed to, with the result that journals representing all localities and all shades of political opinion emphasized the need of prompt action; but all to no purpose.

It was not until the matter was urged upon the Prime Minister last fall by a deputation from the Toronto Reform Association that the real difficulty revealed itself in the form of a decided reluctance on his part to depart from his traditional policy of safeguarding provincial rights. Taking a fresh cue from his remark that he hesitated to act for fear of antagonizing some of the provinces, your Committee undertook to lay the proposition before each of the provincial premiers, requesting them, on behalf of their

respective ministries, to forward a letter to Sir Wilfrid Laurier, stating that, in view of the splendid results that might be expected to flow from the enquiry, they would welcome the appointment of the Commission asked for. This letter met with a prompt and generous response, British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, New Brunswick, Nova Scotia and Prince Edward Island all endorsing the proposal in writing, while, in the case of Quebec, Hon. Mr. Gouin gave your Committee's deputation verbal assurance that his Government would offer no opposition, provided the rights of the provinces in the matter of instruction under the B.N.A. Act were not impaired.

Having procured these letters, your Committee felt reasonably sure that they had cleared away the last obstacle in the path of success; but, to make assurance, as they believed, doubly sure, they arranged with Mr. Hugh Guthrie, M.P., to introduce a resolution into the House of



MR. S. M. WICKETT

(Wickett & Craig)

Chairman Technical Education Committee 1907-8.

Commons favoring the enquiry. On Feb. 10th last the debate took place, and to Mr. Guthrie, Mr. G. Smith and Mr. W. F. Cockshutt the Association is indebted for the able manner in which the motion was supported.

But, hopeful as the situation seemed, in the light of these plans, your Committee was once more doomed to be disappointed. The debate on the House resolution was adjourned before a vote could be taken, and as the Government shortly afterward appropriated to its own uses the time set apart for matters of this kind, the idea of further discussion had to be abandoned. At the same time, Sir Wilfrid informed a deputation representing your Committee that, notwithstanding the assurances of the provincial premiers, the question still bristled with constitutional difficulties, and that very little hope of a favorable reply could be held out.

It is, of course, unfortunate that the nature of these constitutional difficulties could not be ascertained, for a conscientious effort might then have been made to meet them, to the satisfaction, at least, of a public broad-minded enough to overlook technicalities in dealing with a matter

of such vital importance to the country as a whole. Reference has already been made to the manner in which your Committee attempted to anticipate these objections in its memorial. In addition thereto it was afterwards pointed out to the Prime Minister that the Dominion Government had interested itself in industrial education as far back as 1886, when a Royal Commission was appointed to investigate the relations of capital and labor. In the outline drawn up for this Commission, industrial education was mentioned as one of the departments for special enquiry, showing that the course now proposed was amply justified by precedent. The former Commission bore witness in their report to the great need of improved industrial instruction; they failed, however, to suggest ways and means, which is the problem that must now be looked into.

Furthermore, it was emphasized that the conclusions of the Commission would not be binding on Parliament; at most they would be but a guide to indicate:

(1) The extent to which the Federal Government should feel itself called upon to aid in the development of our national resources and our manufacturing industries, e.g., by extending the activity of our museums, travelling exhibits and the lectures connected therewith; by establishing a Bureau of Standards and Research, and by granting the provinces financial assistance in proportion to the facilities they provided for industrial training;

(2) The extent to which federal, provincial, municipal and private interests should be expected to co-operate in order to attain the end in view.

We are assured, however, that notwithstanding these facts and explanations, there are still difficulties, serious constitutional difficulties, in the way of our request. That the Government are sincere in this opinion cannot be doubted, for it is unreasonable to suppose they would allow trifles to interfere with the accomplishment of a really useful object, especially when there is comparatively little expense involved, and no apparent opposition. It would seem, therefore, that at present the Dominion Government is not prepared to act.

Meanwhile, the need for a thoroughly practical and broad-based system of industrial education is increasing day by day. We are failing to realize as fully as we should the importance of conserving by-products consequent upon the converting of our raw materials into merchantable products, because we make little or no effort to utilize waste. While our greatest commercial competitors are aided, by institutes of research, to derive handsome profits from the manufacture of by-products, we, through lack of those aids, are compelled to see prospective profits thrown on the scrap heap. In spite of walls of tariff protection, foreign-made goods of a kind that should be and are being made in Canada keep coming into this country and displacing those of home production, to the detriment of the Canadian artisan and the Canadian manufacturer. That this is possible is due, to a considerable extent, to the greater efficiency of the labor which the foreign manufacturer is able to command. By it his cost of production is reduced to a point away below anything that the most careful and skilful factory manager can hope to attain under present conditions in Canada. The ruinous effect of this competition is nowhere better illustrated than in the case of our woollen industry, where mill after mill has been forced under by the withering onslaught of British rivals, fortified with all the advantages of cheap specialized labor. A prominent woollen manufacturer is on record as saying that, with technical training for textile workers, there would still be a chance of saving the industry. Technical education, as applied to agriculture, has made the Canadian farmer the envy of the world; the lack of tech-

nical education, as applied to the woollen industry, is forcing the Canadian woollen manufacturer into bankruptcy.

What makes it all the more unfortunate is that, while we, as a country, are not abreast of the times in respect of this great problem, our competitors abroad are forging further and further ahead, not simply under the stimulus of private initiative, but with the active encouragement of administrative officers. "Progress," says President Roosevelt, "must consist in the development of physical labor so that it shall represent more and more the work of the trained mind in the trained body. To provide such training, to encourage in every way the production of new men whom it alone can produce is to show that we have a true conception of the dignity and importance of labor. The printer, the electrical worker, the house-painter, the foundryman should be trained just as carefully as the stenographer or drug clerk. They should get over the idea that to earn \$12 a week and call it salary is better than to earn \$25 a week and call it wages. The young man who has the courage and ability to refuse to enter the crowded field of the so-called professions, and to take to constructive industry is almost sure of an ample reward in earnings, in health, in opportunity to marry early and to establish a home, with reasonable freedom from worry. We need the training, the manual dexterity and the industrial intelligence which can be best given in a good agricultural, or building, or textile, or mechanical school. It should be one of our prime objects to put the mechanic, the wage-earner who works with his hands, and who ought to work in a consistently larger degree with his head, on a higher plane of efficiency and reward, so as to increase his effectiveness in the economical world. To train boys and girls in merely literary accomplishments to the total exclusion of industrial, manual and technical training, tends to unfit them for industrial work, and in real life most work is industrial."

When our greatest industrial competitors, as represented by their executive head, begin to look at things in this light, we Canadians can ill afford to waste further time in idleness, and it is with a view to setting the machinery in motion that your Committee beg to offer the following suggestion:

The constitution given the Canadian Manufacturers' Association by Act of Parliament states that "the Association may, by by-law or resolution, provide for the appointment of committees of enquiry to enquire into any matter affecting the manufacturing, import or export interest of Canada, and such committees may examine upon oath (which oath any member of said committee is hereby empowered to administer) any party who appears before them, and the evidence so taken may be used to assist the Association in arriving at a decision with reference to the matter under consideration." Acting upon this provision, it is suggested that the Association should itself appoint a Commission of Enquiry on Industrial Education, and appeal to the various provincial governments for assistance in carrying the undertaking through. Your Committee's idea is that there should be a working commission of three, with one corresponding member for each province; the three to be appointed by the Association, the others by the provinces contributing. It would be the duty of the working commission to visit a number of the principal industrial schools and technical colleges of the United States, France, Germany and Great Britain, to study the causes that have contributed to their success, to learn the principles governing their location, to ascertain how they are maintained, to gain an insight into their methods of instruction, to enquire into their economic effect upon surrounding industries, etc.,

etc. Afterwards they would be required to hold sittings in various points throughout Canada, with a view to familiarizing themselves with the requirements of local industries, and seeing how best those requirements could be met by the adaptation of foreign methods. They would also be expected to give full consideration to the constitutional aspect of the problem, and to formulate a system of industrial education for the country at large, wherein the parts to be played, respectively, by private interests, municipalities, provinces and the Federal Government would be accurately defined.

The cost, it is believed, would not exceed \$25,000, covering a working period of not more than two years, including honorarium to the commissioners, salary of secretary and stenographer, office supplies, travelling expenses at home and abroad, and the publication of the report.

Of this, it is believed the Association could well afford to assume \$5,000, leaving \$20,000 to be raised among the provinces.

This proposal furnishes a basis for immediate action, and will, it is hoped, be favorably considered by the meeting.

Respectfully submitted on behalf of the Committee.

S. Morley Wickett,
Chairman.

G. M. Murray,
Secretary.

Mr. Wickett: (Re B. N. A. Act). We are very glad to find members of the Federal Government have come to that view.

(Re Co-operation of Boards of Trade.) Not a single Board of Trade with whom we communicated failed to act and memorialize the Dominion Government.

It is not the intention at all for Federal action to interfere with provincial rights as regards educational control.

Mr. Wickett moved, seconded by Mr. Hewton, that the report be adopted.

Do Utilize Waste Products.

Mr. Simpson: Mr. President, I desire to call attention to a statement in the report which I believe is not true. It is in reference to waste products. The report states that we make little or no effort to utilize waste. I do not think this report should go out unchallenged, because it would be a grave injustice to many of our old established trades. I therefore move that this sentence be eliminated on the top of page 99, "Because we make little or no effort to utilize waste."

Mr. D. H. McKay: I would second the motion.

Mr. Wickett: I don't think there would be any objection to leaving that out. You might put the words, "Do not make sufficient effort." I think it is true we do not make sufficient effort to use waste products. It is an established fact in a great many of the industries of this country that there is tremendous waste. It was also established by a commission reporting in England that there was a waste. It is much more serious in this country. This is one of the reasons why we want this matter investigated, and I don't think it would be well to take out entirely the statement that there are a great many waste products in Canada not used. I think the words "sufficient effort" would answer all the purposes and objection that is made.

Mr. D. H. McKay: I think Mr. Simpson's motion is right to the point. We are publishing in Canada, in our own papers, regarding this that we do not do what is right. I hold as a manufacturer we do everything we possibly can to eliminate every waste, and it would be much better to leave that matter out, and not publish to Great Britain or France

or the world that we are not doing everything we can to eliminate the waste.

The President put Mr. Simpson's amendment, which, on a vote having been taken, was declared carried.

Mr. Davis: In that same paragraph there is another sentence which reads, "That this is possible is due, to a considerable extent, to the greater efficiency of the labor which the foreign manufacturer is able to command. By it his cost of production is reduced to a point away below anything that the most careful and skilful factory manager can hope to attain under present conditions in Canada." In the first place I think that is wrong, because I think it should read that labor there in those countries is obtainable at so much lower rate than it is in this country, rather than that they have so much better skilled operators. Then again the reflection is cast upon us that surely we are able to get



MR. J. F. MACKAY

(Globe Publishing Co.)

Chairman Technical Education Committee, 1908-9.

these men the same as other countries are if we pay them. I think it is a double reflection.

Mr. J. F. MacKay: In connection with the wording of the report, if the Association is going to gain anything at all and do anything, it must do it by looking facts in the face. The proposal in the report is to accomplish a specific purpose; that purpose will not be accomplished and nothing gained unless the Association deals fairly and squarely with itself, and we cannot accomplish this by eliminating here and cutting out there things that are known to be more or less true; they may not be possibly altogether justified by facts universally, but we know there is a great need for certain purposes to be accomplished. If we begin to eliminate the basis on which that is sought to be accomplished we might as well eliminate the object.

Mr. Simpson: It would appear to me that our friend here asks us to consider that technical education is of more

importance than anything this Association has or can have before it. I beg to advance the thought that our good name as manufacturers ought to be dearer and more important to us than the technical education of the masses, which ought to be undertaken by the different Governments. I am not against technical education, but I am against a report which casts reflections upon us as manufacturers in a way that ought not to be done. Because, in some branches, such as the lumber trade, there is a large waste, it is no reason why we should allow ourselves to be branded as poor manufacturers. But I think myself it might be a wise thing to suggest that this report be sent back to the Committee for boiling down and further consideration. We are asked here to recommend the expenditure of \$25,000 on the part of this Association. Twenty-five thousand dollars is a very large sum.

The President: Five thousand dollars by the Association.

Mr. Simpson: But we are assuming the responsibility of \$25,000.

Mr. Wickett: No.

Mr. Simpson: Pardon me, we are asked to appoint a commission, and it is said that the cost would not exceed \$25,000, and then you go on to say that you expect \$20,000 may be raised from the Governments. You may expect that, but I don't think myself any provincial government is going to vote to you five or ten or twenty thousand dollars to do work which they would prefer to do themselves. I know a Minister from the Province of Quebec and a Minister from the Province of Ontario have lately been over to the Old Country examining into these very schools that you want a commission to go, at great expense, to examine into. I would think their reports would be available, and it would appear to me that under the conditions \$5,000 of the Association's money can be very much better spent to the immediate advantage of the Association than to have it spent in this way.

Mr. J. P. Murray: I think that we ought not to stultify ourselves in anything we say about the matter of waste in our mills. While we all try to avoid it as much as possible, we do know that in Germany there is probably less waste in the mills than in any country in the world. Nearly everything there is turned into a bye-product one way and another. The only way they have been able to do that is by very far advanced technical education. It is not the intention of this Committee to cast any reflection on the manufacturers of this country that they do not know how to run their business. The point here is that we are doing as well as we know how, but with proper technical education and help we can do a great deal better.

As regards Mr. Simpson's statement that we are assuming the responsibility of \$25,000, we are not, nor will we. If the resolution which will come up later receives the support of this Association, and I hope it will, that matter will be threshed out at that time.

Mr. Wickett: There is a resolution covering the point with regard to the appointment of a Committee of Enquiry, which is to come up afterwards. This is simply the adoption of the report at the present moment.

Technical Education and the Tariff.

Mr. Findley: It seems to make a difference as to the viewpoint from which we get the report of whatever Committee is under discussion. Those of us who listened to the discussion of the Tariff Committee's report yesterday will remember that the reason advanced for the present unsatisfactory condition of the woollen industry was the

tariff. At the close of the paragraph on page 99 of the Technical Education Committee's report you will see these words, "A prominent woollen manufacturer is on record as saying that, with technical training for textile workers, there would still be a chance of saving the industry. Technical education, as applied to agriculture, has made the Canadian farmer the envy of the world; the lack of technical education, as applied to the woollen industry, is forcing the Canadian woollen manufacturer into bankruptcy."

It seems to me a little difficult to reconcile the idea of the Tariff Committee and the idea of the Technical Education Committee.

Mr. Wickett: That is the statement, in writing, of Mr. Dick, a former Chairman of the Woollen Section, given to us for submission to the Government. If the Committee cannot rely upon the written evidence of the Chairman of the Section, we are in the dark. It does not do to cavil too much at statements to which exception can be made. No general statement can apply to every manufacturer and every locality in any country. As regards skilled labor and taking exception to the reference to the lack of skilled labor as handicapping Canadian industry, I think the speaker will not press that. The whole Association has been working for years on the argument that there is in this country a very serious lack of skilled labor, and when we make this statement now, surely no exception can be made to it. Undoubtedly there is a lack of trained labor in Canada; undoubtedly the manufacturers are feeling it, and undoubtedly organized labor is feeling it. As a matter of fact, the spokesman of organized labor at Ottawa assured Sir Wilfrid that the workingmen of Canada were restless because of the lack of facilities for receiving the training they so much need. He said: "We see the most prominent positions in our factories to-day are being filled by foreigners, and the native-born Canadians must be content with secondary positions." And we, as manufacturers, know when we want to get very skilled men, as a rule we must send out of the country for that help. I think it would be unfortunate if we say we can get skilled labor. Our whole argument for years has been based on the lack of adequate skilled labor in this country, and I don't think any exception should be taken to that argument.

Mr. Harris: There can be exception taken to that argument. In this country we are not deficient in skilled labor for the amount of business that can be turned out, but in enlarging or introducing a new industry then we may have to go elsewhere. But I know in our line we are as skilled as in any part of the world.

A Concrete Illustration.

Mr. J. F. MacKay: In contrast with the remarks of the last speaker, I shall give a personal illustration. The linotype machine is not a new invention or extension by any means; it has been in use for fifteen years, but to-day it is impossible to secure a mechanic to operate this machine, which costs from \$3,000 to \$3,500 apiece, to get out of that machine in Canada anything like the output that is got by the Americans, who get these men who are trained and expert. We in Canada have not been able to get the operators to get the results. If we had a technical school that difficulty would be overcome.

Mr. Simpson: I want to ask your indulgence for a few words in defence of Mr. Dick. I am afraid Mr. Wickett has allowed his enthusiasm for technical education to make him lose sight of the practical issues that are before us to-day. What was the reason why Mr. Dick complained he could not get skilled labor in Canada? Simply the fact that as fast as we got our Canadians trained they were enticed into the States by the high wages paid there; that was the reason. We are teaching them all the time; in every large mill they are teaching them. It has been the aim of labor agitators to

prevent our teaching our help in the mills; they want to throw them outside, and have them taught at the expense of the country, in technical schools. My experience in the Old Country leads me to know that the best education for any industry is in the mill. It is all very well to have technical schools afterwards to take hold of the brightest of those taught in the mill and make them into experts, but it is not the experts we are suffering for; it is the rank and file, and the technical schools will not bring us the rank and file in the quantities we require. You can have all the technical education the Government will give you, or that you can get from private people, but as long as you have your tariff so low that you cannot pay as big wages as they pay in the States, it only means that as fast as you bring up these workers and teach them they will cross the border, and you will lose them.

Mr. Kendry: I quite agree with the last speaker. I believe we will all agree with Mr. Simpson. Our experience has been just as he says. We educate them, and in the States they have a bigger field, and they take our skilled labor as fast as we can teach them. That is exactly the condition to-day under our tariff, and that is the difficulty we have. I quite agree with my friend, Mr. Wickett, that we ought to have technical education, but what we do require is the practical part, and technical education would advance our young men's positions. The linotype, no doubt, is a new thing, and education will be required in that line. There is no doubt in the world it will be a great help to anything of that kind. I don't want to be misunderstood as being against technical education. I think we should have it, but at the same time we must meet the facts as they are, and as they have been stated by Mr. Simpson, namely, that here in this country, with our small market and the large market on the other side and the high tariff, our best skilled labor is drawn from the market.

Mr. Booth: While I am fully in favor of technical education, I do not like to see the skilled labor we have slighted. I know, as far as mechanics are concerned, that we have given up time to train apprentices for every purpose. If we train a man and he makes a good man, he is taken over to the other side. I know in many of the large cities on the other side they think more of Canadian help than they do of their own help.

Workmen Degenerating in Efficiency.

Mr. Fleming: I have not taken up any time in connection with any of the matters that have come up, but this is one thing on which I feel I might possibly be able to say a few words. I am entirely in sympathy with the matter of technical education, but I think the greatest benefit we as manufacturers would get from the establishment of technical schools would be the moral effect it would have upon organized labor as a whole. That is, if the Trades and Labor Council would enter cordially into the scheme with the manufacturers. My own experience with labor organizations teaches me to believe they would not do that; that they would pretend to enter cordially into the scheme. The whole trend of their education and of their argument is towards reduction of output; that is their whole basis of organization. Mr. MacKay spoke of the advent of the Mergenthaler machine. I am a printer myself, and I understand a little about it. We cannot get an expert fast typesetter to-day. Why? Because of the advent of the Mergenthaler machine. Every machine displaces five men. These expert men were on the newspapers, setting type at so much per thousand; they became expert men. Last week I had occasion to put on seven extra men on a piece of work which had to be hustled out. The work was of such a nature that the only way I could handle it profitably would be to put these men on piece work. What was the result? I got the greatest lot of plugs I ever saw in my life. I was humiliated to think that the printing business had degenerated to

such an extent that we couldn't to-day pick up half a dozen men in the City of Toronto who could make a living setting type by the piece. The scale is 40 cents a thousand. I remember when I used to measure up strings twenty-five years ago at 28 cents a thousand, and these men couldn't make a decent wage at 40 cents a thousand. That is the way the printing business has been bedevilled in the last fifteen or twenty years. In New York the other day I was speaking to Mr. Green who does a lot of magazine printing. He said that, in speaking to another magazine printer, they got comparing notes. He had machines which were producing 32,000 impressions a day; the other man had equally as good machines, which were only producing 24,000 a day. They wanted to know why this was. The man that was only getting 24,000 called his pressman in and said: "Green is getting 32,000; why don't our machines produce 32,000?" Well, in two weeks Mr. Green's product came down to 28,000 and the other went up to 28,000. The whole trend of organized labor to-day is towards the reduction of output. A manufacturer will build you a machine which he knows, and you know, will produce so much. You don't get that out of your machine. The union settles what is going to be the product of that machine. I think I am running my factory, but I have to deal with seven unions.

Mr. J. F. Ellis: Don't deal with them.

Mr. Fleming: These men settle in their union what is



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going to be the output of that machine; you can try all you like and jolly them all you like, and the output won't be any more. If the Trades and Labor Congress will endorse this thing, and go in generously in sympathy with it, and educate their people to the idea that what is wanted is expert men, men with brains, men who will use the machinery you put in their hands to the very best advantage—I say if technical schools will cause the labor organizations to put that idea in the minds of their members, the technical schools would be worth double what they cost. (Applause.)

Mr. Thorn: I think we are all thoroughly agreed upon the advantages to be derived from technical education, but as to whether or not this Association should appoint a commission, at a large expenditure, is quite another matter. I therefore beg to move that this clause of the report which advocates the appointment of a commission of inquiry, be referred to the Executive Council for consideration and such action as they may think proper.

Mr. Simpson: I will second that.

Mr. Wickett: That will come up in the matter of the resolution that will be introduced directly. This is simply the adoption of the report.

Mr. Hewton: I think the question that is before the House now is a very important one. We are agreed that we cannot know too much in our various lines of business. I think it is so important that we ought to refer the whole report on tech-

nical education back to the committee, and I would move that that report referring to technical education be referred back to the Committee on Technical Education.

Mr. D. H. McKay: I have much pleasure in seconding the motion.

Mr. Wickett: If the woollen section take exception to any remark or any illustration made with regard to the woollen industry, I would be very glad, as Chairman of the Committee, to agree to cut out that reference to the woollen industry. I suppose that would cover any objections you have. It was merely as an illustration, and it was put in our hands by their ex-chairman. If they take exception to that, I should be very glad to accept the suggestion and cut it out. I think it would cover every objection to eliminate the sentences on page 99, from "by it his cost of production" down to the end of the paragraph.

Mr. Hewton: I seconded the motion that the report be received and opened for discussion, but there are so many things that have come up I don't know where we are at, and I think it would be better to have that report referred back to the committee.

Mr. D. H. McKay: I am pleased with the work done by this committee, and Mr Wickett has given us the most important report, perhaps, that we have ever had from this committee. At the same time, if Mr. Wickett would hold his report back until the resolution comes in regarding technical education, we might be able to pass the report as it is at the present time. It would be very good for us to know what those resolutions are, so that we may be able to assist this committee in doing what they wish done.

Mr. Kendry: I would take exception to that wording; I think that that possibly goes too far. I want to say, as a practical manufacturer, it would not get over the difficulty. No technical education, in the position we are in to-day, would save us. I wish to take exception to the wording in there.

The President put the motion to adopt the report, as amended, by striking out the words suggested by Mr. Wickett, which, on a vote having been taken, was declared carried.

Mr. Findley: I have a resolution. It is moved by myself, seconded by Mr. G. A. Vandry, that an appropriation of \$5,000 be voted towards the expenses of the commission proposed in the report of the Technical Education Committee, and that said committee be instructed to enter into immediate negotiations with the provinces towards carrying out the object in view. Further, that it report on these and other matters connected with the personnel of the commission to the Executive Council.

Need of Skilled Supervisors.

I just want to say a word or two in regard to the matter. It seems to me, so far as the abstract question of technical education is concerned, that the Manufacturers' Association has been a unit for years. Apparently in the report to-day there are some sentences which have caused controversy, but on the main issue—the question whether or not we should have technical education in Canada—I believe the meeting is united, and that the spirit of the report will find approval from the Association. In the past two or three years any person who has employed labor to a large extent, and particularly those who have had to increase the number of men who have been working for them, must have found the cost of their production largely increased because of the nature of the labor they had to get. The labor was of such a character that it required more supervision. That, I think, every person must admit. You could not add three or four hundred men to your staff within two or three years, of the class of men available, and expect them to do work of the same quality unless you greatly increased your supervision. The great difficulty has been to secure men competent to supervise; and that difficulty exists, and

will exist until we have some method of training men for that purpose. I hope in the course of time that, if a practical scheme of technical education is decided upon, we will have men trained that will be competent; but for years to come we will not have that, but we may have intelligent and competent supervisors, and that, to my mind, is the urgent necessity of all manufacturers to-day, and that is a very difficult thing to get. I haven't any doubt at all that a scheme of technical education can be decided upon that will be of the greatest possible benefit in reducing the cost of the products of the Canadian factories.

We have another result from this incompetent labor in the numerous accidents that happen to men who do not understand the work they are doing. We have work going out that is not up to the mark as a result of this, which causes expense and loss of reputation. All these things may be avoided if we can get men of the stamp we had a few years ago, when we were able to train our own men. The young men of to-day who come into factories won't undertake an apprenticeship in the same way as they used to do, and I am satisfied that that can be greatly improved by a method of practical technical education, not of the kind we have had, but something that meets more nearly the needs of the manufacturer. I believe the public of Canada has been educated to a point where it will receive this forward movement, and I have the greatest pleasure in moving that this Association take this practical way of showing their interest in this question. We cannot do anything that will so interest the Government of this country in the matter as to give a sum towards it.

A Common Cause.

Mr. Vandry: Mr. President, a good deal has already been said upon this motion, and it is not my intention to continue very long. However, I wish to say a few words. I think it would be a wise move for the Association to take. Besides being a manufacturer, I am interested in the retail business, and I also belong to other associations, where I have had occasion to look at the question from a different standpoint. I have also had occasion to see and hear what other people think of the manufacturers. We must not believe that we are looked upon as an Association of philanthropists. On the contrary, a good many people of this country think the manufacturers, or a great part of them, are sometimes a little bit selfish, and are tempted at times to look after their own, rather than other people's interests. Therefore, if we were to carry through a scheme of this kind, such as the organization of technical schools, it would give us a very good opportunity to show the people of Canada that we really are not working only for the interests of the manufacturers, but that we have also interested ourselves in the betterment of the laborers. (Applause.)

Mr. President, as regards the financial part of the question, I don't think there would be any trouble on that side. The Association has a nice surplus on hand, and the sum of \$5,000 will not hurt the Association at all, for the simple reason that this money may never be used; or, if it is used, it will not be used before a couple of years, and the Association will have ample time to make it up. I understand it is the intention of the committee not to start to work or to use any part of this money until the Provincial Governments have subscribed the balance of the amount, which is \$20,000; and, in starting, even if that money is subscribed by the Government, they will not spend any of the \$5,000 of the Association without the consent of the Executive Council. Therefore, we will get the benefit before the country of backing up our own principle in a practical way; and we will show that we are not only asking for technical school but prepared to put our hands in our pockets and pay o

share of it; and then, when we come before the Government and ask for technical education, it will be because we know from experience that it is badly needed by the community at large. I hope, Mr. President and gentlemen, that the small sum of \$5,000 will not only be voted, but cheerfully and unanimously voted, by this Association. (Applause.)

The President: You have heard the resolution. Shall we vote the \$5,000 or not?

Mr. Thorn: I am quite in sympathy with the movement, but I desire to move, in amendment, that this matter be referred to the Finance Committee for report and recommendation to the Executive Council, and then that the Executive Council should deal with it after receiving the recommendation of the Finance Committee.

The President: This annual meeting has all the power to vote the money.

Mr. Tindall: Mr. President and gentlemen, I am quite in

accord with what Mr. Thorn says, but what I think is this, that this meeting should give an expression of opinion in favor of it, and then it should be left to the Executive Council to devise the ways and means to get the money. What Mr. Thorn wants is that sufficient care be taken by the Association as to the means available for this purpose. What the Finance Committee and the Executive Council want is an expression from the whole Association that they are in accord with that expenditure. I think it is right and proper that this meeting should decide and give an expression of opinion that they are in favor of it.

The President put Mr. Findley's motion, which, on a vote having been taken, was declared carried.

The President at this point called upon Prof. Sexton, of Nova Scotia, to address the convention on the subject of technical education. (See address of Prof. Sexton on page 192.)

DISCUSSION ON REPORT OF TARIFF COMMITTEE CONTINUED

The President: The report of the Tariff Committee, which we were considering at adjournment yesterday, is now open for discussion.

The President read the concluding paragraph of the report of the Tariff Committee, re establishment of headquarters of Tariff Department at Ottawa, and stated that this question had been left over from yesterday, and was now open for discussion.

Mr. Simpson: Mr. Rowley, who is absent, was to speak upon this question. On behalf of the Montreal Branch, I would ask permission to place their views on this matter before this meeting. The Montreal Branch have felt that the work done by the Manager of the Tariff Department is a most important one; they recognize that the work that is being done is going to save to the members of this Association many thousands of dollars, but they also feel that, in order that Mr. Breadner may give the very best services possible to the members of the Association, his headquarters ought to be in Ottawa rather than Toronto; and the reason they think this is as follows: It is important that Mr. Breadner should be in touch with every member of Parliament. At present his duties have only been departmental and seeing that the law is properly carried out, and, strange to say, he has found out that a great many members were paying higher duties than the law warranted. In future he will have other duties to perform. There is going to be a new tariff brought down when we have a new Parliament, and in the formation of that tariff a very great deal of important and valuable work will be done, and to do that properly Mr. Breadner should have an office in Ottawa, a place where he will keep on tap all information affecting every trade in this Dominion. If he is not in Ottawa at the command of these members this Association will lose a great many advantages, and it was on this account chiefly that the Montreal Branch passed the recommendation. I think if the members will carefully think this matter over they will see the point that the Montreal Branch is trying to make. It is far better to have our expert where he can get in his good work in the formation of a tariff, than that he should do a smaller work afterwards in connection with it. It is better to sow good seed and keep the weeds out than to have to go afterwards and pull the weeds out.

Mr. J. W. Woods: I may be permitted to say a few words in support of this resolution. Mr. Chairman, it seems to me the best work is to be done with the enemy by being on the spot. All the work of the tariff is virtually accomplished and put into effect in the City of Ottawa. You have Mr. Breadner, a gentleman who understands how to reach the people and to get the proper information, so that an intelligent decision may be arrived at; and I certainly think, geographically, Ottawa is as convenient as Toronto or Montreal would be. In any case, the information would have to be



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conveyed by Mr. Breadner in person if the best results are to be obtained. From time to time questions arise, which, if a man is upon the spot, may be clinched to the advantage of the industries of Canada. It is too much to expect that the Cabinet Ministers and Deputy Ministers should be so versatile and so thoroughly posted on every industry as to be able to legislate intelligently, and therefore if there is a gentlemen on the spot to whom they can appeal at once it is their own fault if they do not become possessed of the knowledge which is necessary for proper legislation. I want to speak for the Ottawa members in support of this.

Mr. H. L. Hewson: Mr. President, while I have no author-

ity to speak for the Nova Scotia Branch on this subject, or any other in fact, yet I believe I would be voicing the general opinion of the Nova Scotia members in stating that it would be a good thing to have the Tariff Manager at Ottawa. I think there are a great many of the members who could be very well posted with advantage to us on the various subjects pertaining to the tariff, and that Mr. Breadner could be in touch personally and conversationally and unofficially very often with these very men, and give them important information upon which they might act and act with advantage to the country and manufacturers; and, as Mr. Woods has so very well stated, the man on the spot nowadays is the man who gets the business he is after; and while Toronto is a good place all right, yet I believe Ottawa is the place for the Manager of the Tariff Department.

Mr. Rowley: I would like to urge as far as possible that the last clause of the Tariff Report, dealing with the transference of the management of that section to Ottawa, should be carried out at once. There has been a good deal said about it already, and I can only confirm all that has been said in favor of having Mr. Breadner at Ottawa, for many reasons that appeal to almost everyone who has had dealings with the Customs Department, and who knows that the place to deal with them is at headquarters. It is all right to begin preliminaries with your Collector of Customs at your port, or your appraiser, or your travelling inspectors, but when it comes down to getting any matter settled or put right, or anything that is wrong attended to, Ottawa is the place in which to do it, and I think that if the Department is established there and the Manager resides there, you will find by this time next year you will be well pleased with the change, as we have all been pleased with the establishment of the Department and the appointment of a Manager.

Mr. P. W. Ellis: While I would have no objection, as a member of the Tariff Committee and its Chairman, should this Convention so decide that the Tariff Officer should be established in Ottawa, yet I think there are features we should not overlook. One is that the Tariff Committee meets in Toronto; its headquarters are Toronto. To have the Tariff Committee and its officer separated may be a more unwise condition than to try to meet the convenience of members here and there by reason of having the officer located at Ottawa. It is quite clear, Mr. Chairman, that the duties of the Tariff Committee are to conserve, and watch, and care for, the interests of all the members of the Association, and our judgments, to the best of our abilities, are being exercised in that direction. The Tariff Committee have not come to a conclusion themselves upon the desirability or undesirability of the Tariff Officer being located at Ottawa. If this Convention fixes that as being their command, if I may so put it, then, in a manner speaking, it is irrevocable, and if we should find that it is most inconvenient, that it is working against the interests of our members in the judgment of the Tariff Committee, our hands are tied behind our backs. Personally, I would prefer that the members assembled here should show their preference by way of taking a vote, but not decide it. Leave it in the hands of the Tariff Committee, who can take more time to come to a sounder judgment upon this important matter. It appears to me that we, engaged more directly in the tariff work of the Association, will sooner arrive at a sane conclusion, and without doubt we will have the confidence of all the members of the Association, and we will act in what we conceive to be their best interests. I would be very sorry if by reason of any, shall I say, ill-considered, action—it must be to some extent ill-considered when you can only devote a few minutes to debate upon it—I say I would feel sorry if the work of the Tariff Committee should in any wise be embarrassed thereby.

We have before us in contemplation, or may I say it is part of our programme, to start immediately to prepare a presentation to the Government on tariff changes when that matter may be taken up again by the Government; and we wish to start on it when the Government have announced they are going to address themselves to the tariff question. Our officer has instructions already from the Committee to get on file as quickly as he can all the data possible in reference to every industry which our Association represents; and it is our hope, by taking time by the forelock, to go before the Tariff Commissioners in a very different manner to what we have done in the past. That is, to present to them, in connection with every industry seeking an alteration, a well-considered and well-examined scientific reason why that alteration should be granted. I don't wish to prolong my remarks, but I would feel more comfortable if this meeting would simply express an opinion on the matter, but not give a direction.

The President: There is no motion before the chair.

Mr. Simpson: I would beg leave to move, in accordance with Mr. Ellis' wish, that this matter be left to the new Tariff Committee, with instructions from this meeting to consider it favorably if possible.

Mr. D. H. McKay: I have pleasure in seconding that motion.

Mr. Ewing: I move in amendment that we deal with the matter at once. It has been before the Association for some time and any objection the Tariff Committee has to make is quite in order. If by any chance we make a mistake in having Mr. Breadner at Ottawa just at present, it can always be rescinded in a short time. The Executive Council have a monthly meeting, and they can bring it up on motion in Toronto. I understand Mr. Breadner in any case has to be in Ottawa twice a month, but it is a matter of policy to have Mr. Breadner there, and I would be very sorry not to see the thing go forward.

Mr. Rowley: I would second the amendment.

Mr. Simpson: I withdraw my motion.

Mr. Firstbrook: I beg to move that the matter be referred to the Executive Council for action.

Mr. Hewton: I second that motion.

Mr. Kendry: It seems to me, as suggested by one of the members of the Tariff Committee, that that would be the proper course to take, that is, to leave it in the hands of that Committee, who know best whether Mr. Breadner should be in Ottawa or Toronto. I think it would be well for us at this particular stage to leave that matter in the hands of the Executive, and I would recommend that or move it if it is necessary.

Mr. J. F. Ellis: This is raising a very important question. Could this meeting, without notice to the membership generally, move the head office of this Association from Toronto? Can they move any office, or any part, of the Association, to another point? I think notice of motion should be given of anything of this kind taking place. It would be very easy when the Annual Meeting is held in Toronto, where the large majority of the attendance is from the west and Toronto, to carry resolutions that would be very offensive to the membership in Montreal and the east, and vice versa. This is a very important subject, and I trust, gentlemen, we will not hurriedly act upon it.

Mr. P. W. Ellis: The Tariff Committee were anxious that the Association assembled should express an opinion upon the matter, in order that we might understand their attitude, but when you realize the mass of detail that must be gathered together to be ready for the next tariff revision, and when you realize the assistance that the Tariff Officer must receive from every other officer of the Association in gather-

ing information, we may find that his being established at Ottawa is going to be very much more against the interests than in the interests of the Association, and we wish to be guided by actual experience.

Mr. Rowley: In seconding Mr. Ewing's motion, I had intended to say that I thought Mr. Ellis' statement, that in anticipation of the proposed possible change in the tariff, the Tariff Officer would be busy in getting together information and statistics, was perhaps one of the strongest arguments, and, to my mind, one of the main reasons why the Officer should be established at Ottawa. I am not going to enter into any question as to the management of the Tariff Department, because I am not on that Committee and I don't know anything about the management of their work, but it does seem to me that that is one of the strongest reasons why the Officer should be at Ottawa.

There is another, which is much more important and necessary to my mind, and must be considered, and that is the fact that nearly all of the individual business that comes before the Tariff Officer is personal and a great deal of it private, and a large portion I have no doubt is confidential—I think everyone will agree with me in that—and for that reason if a man in Vancouver wants to bring anything before the Department in Ottawa he has got to take Mr. Breadner with him; at least I would. If I was in Nova Scotia or New Brunswick, or any other far-away place, I would want the Tariff Officer to be at Ottawa with me; I wouldn't want to know whether he was likely to be there, whether he was in Toronto or Ottawa. If he is going to fight our battles or protect our interests he wants to be on the spot. It seems to me that that is absolutely necessary, and to know every move and turn. If we had a less experienced man than Mr. Breadner as our Officer it would be a very different thing. If he had to be guided and directed and instructed how he was to proceed in departmental work, there is no doubt the Tariff Committee, composed of such a high class of business men, could give him the advice. But, in Mr. Breadner, we are fortunate in having a man who knows every turn and twist; a man whom I think we can say knows more about tariff and the forms in Canada for the last ten or fifteen years than any other man on earth. While he has not been the directing head he has been the guiding hand; and the experience of those who have had his services in looking up old matters, in investigating new matters, in deciding whether a man ought to have a rebate, whether he has been overcharged or whether the other side has been undercharged, is that Mr. Breadner is the man who knows more about it than anybody else. Any man here I think, if he were establishing a branch of his business that required importation and required to have a complete and continuous knowledge of the laws of the country, would not think of placing a man two or three hundred miles away from the seat of operation, if he were managing a business that required a careful and personal and constant attention, with knowledge of the past and present, and knowledge of the business. If Mr. Breadner is at Ottawa he can get knowledge of everything that is going on quicker than he can get it in Toronto.

This matter has been up for some time, and we have had twenty-four hours to consider it. I think this is the time and place for us to give expression to our opinion. If it turns out we are doing something we ought not to do, that this meeting has not the power to make this change, that will have to be decided by the officers who are responsible for the conduct of the business, but as a matter of fact we ought to get an expression of opinion from the men here who are interested as to whether or not this change should be made. I therefore ask the mover and seconder of the

amendment if they will not be good enough to withdraw their amendment, with the consent of the chair, and let us vote on it straight, just as it is. If the majority do not want it, well and good; if the majority do want it, let us have it.

Mr. Firstbrook: My reason for moving that this be referred to the Executive Council was that the Executive Council is composed of members of the Association from all parts of the Dominion. They will have an opportunity of discussing this matter fully and freely and of coming to a wise conclusion. I think also that nearly all the members of the Tariff Committee, including the Chairman, are members of the Executive Council. The matter can be gone into, the constitutional question can be settled, and if there is power, and it is thought wise, then this matter can be dealt with in a way that will be in the best interests of all the members of the Association.

Now, there is no other motion, to my mind, before the chair than to refer the matter to the Executive Council for consideration and action. I don't take it as an amendment, because Mr. Ewing's motion is simply one to consider the question. It is not a motion to adopt or anything of that nature.

Mr. Munro: I didn't intend to say a word at the Convention at all, there are so many much better speakers than myself. While I am very unwilling to take a different view



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from my friend from Ottawa, I feel it would be extremely inconvenient for the Tariff Committee to have Mr. Breadner at Ottawa. Our Chairman has given his attention to Tariff matters, and the amount of matter that comes up at one of those meetings of the Committee requires a great deal of explanation and information. I would not think of taking charge of that work unless Mr. Breadner was at my call every moment of the day, and it would be very difficult if Mr. Breadner was not there every day. He has got to be in Toronto; there are Tariff Committee meetings that he has to attend, and he has got to be at the Council of the Customs Board, and it would be a tremendous mistake to remove Mr. Breadner and have him called up every day or so to Toronto on every little question that comes up. Mr. Murray, the Secretary, and Mr. Breadner and Mr. Ellis should be in constant touch all the time.

Mr. Woods: Let us be practical. The last speaker has just stated that he has referred people to Mr. Breadner. The people he has referred to Mr. Breadner are people who have some fault to find, or some information to gain, as to the Customs Department. If they go to Toronto to see Mr. Breadner, to rectify some misunderstanding with regard to the customs, Mr. Breadner, to be effective, will have to go to Ottawa with these people; that is where the work is to be done. If it is necessary that Mr. Breadner should go to

get certain information, let him go, if it is for one or two weeks or a month; but in the meantime, if any manufacturer wants to get anything done at Ottawa, wants to get any information as to duties to be levied upon stuff, if he knows Mr. Breadner is there, he will go up and make his representations in person, and he knows the work is going to be very well done. That is why all institutions in Canada and the United States find it necessary to have departmental agents at the seat of Government; it is the recognized way of doing business. The information which this Association will be able to give to its Tariff Commissioner can be largely compiled, and more intelligently, in the City of Ottawa, where data is on file and easy of access. I cannot for the life of me see how anyone can expect the Tariff Commissioner to do better work away from the seat of the legislature than he can at home there.

Mr. Ewing: I beg to move that the report be adopted in so far as the removal of Mr. Breadner to Ottawa is concerned.

Mr. Ellis: Just to clear the air and that we may debate this matter intelligently, that is, with all information possible, let me say that the desire of the Committee is to save our members the expense of going to Ottawa. The Tariff Officer gathers together all the matters requiring to be attended to at Ottawa, and when he makes his regular visit there he takes up all those matters, and he can as a rule manage without the manufacturer being present at all. If it is necessary for the manufacturer to be present, then the Tariff Officer will arrange accordingly.

Mr. Burton: The whole question seems to be, Will you send Mr. Breadner to Ottawa or will you send the whole Tariff Committee?

Mr. McNaught: I feel a little diffident about speaking on this question, inasmuch as I live in Toronto, but nevertheless I would like to put myself on record in regard to it. It seems to me that if there were any reasons wanting why the Tariff Department should stay with the head office, our friend Mr. Rowley and the gentleman who spoke a few moments ago supplied them. If the Tariff Committee, or if the members of the Association, are going to go direct to the Tariff Officer, it does not make any difference where he is; but as I understand it, they have got to do business with the Tariff Committee and not the Tariff Officer, and that supplies the reason why the Tariff Officer should be with the head office. The curse of this business, the great weakness of it, has been for years past that members did not want to go to the Tariff Committee, but wanted to go to the Government itself; the result was, we were at loggerheads in a great many respects, even when changes were required, because the men went to the Government individually, expressing different views, and the Government didn't know where we were. I think the strength of our whole tariff business is this, on the present system, that any industry that wants any change will have to come to the Tariff Committee and have it threshed out there. Of course, the Tariff Officer will be there and seized with all the facts, and if it is recommended that a change be made, he will try to have it put through.

More than that, when any one manufacturer wants a change in the tariff, every other member of the Association should know all about it, because no man can have a change in the tariff without affecting some other industry than his own, because what is our raw material is somebody else's finished material. If that is the case, I think Mr. Breadner should be at Toronto, where he is in touch with the Chairman of the Tariff Committee. Mr. Ellis has pointed out that when he gets enough work to do, he goes down to Ottawa and brings it before the authorities there. Another thing,

I don't see why Mr. Breadner should not go around the country and meet the manufacturers who want to talk to him. I don't see why he should not go to Montreal, Quebec, Hamilton, London, and different cities, and get the views of the manufacturers individually on the questions to come before the Tariff Committee. But I do think, Mr. President and gentlemen, that you do not want to put the cart before the horse; you want to make it so that the application for tariff change has got to come to the head office of the Association, has got to be put through the Tariff Committee, and then Mr. Breadner will look after it later on. For that reason I think very strongly indeed that the Tariff Officer should have his office in Toronto or wherever the head office is.

Mr. Burton: It seemed to me a question as to whether this meeting was in favor of having Mr. Breadner stay in Toronto or whether it would be better to move the whole Tariff Committee to Ottawa. It seems to me to be an absolute necessity that Mr. Breadner should be in the same place as the headquarters.

Col. Burland: The point raised by the last speaker is a very good one, but we must remember that it is the convenience of the individual members of the Association we want to reach, as well as that of the Association in combination. Tariff changes are not always being discussed, and many of the matters which Mr. Breadner is to settle are individual matters, which do not come before the Tariff Committee at all. During the time work such as Mr. Ellis has stated is being done, Mr. Breadner could be in Toronto a great deal of his time, but it seems to me his permanent quarters should be at Ottawa. The point raised by Mr. Ellis seems to have no force, because it is quite competent for the Association to send an officer anywhere it pleases; if they say he is to stay for six months instead of two days, it is quite competent for them to say that. As has already been said, members, when they wish to adjust any differences they may have with the Customs Department, have got to go to Ottawa. I myself have had several little matters; I was told to see Mr. Breadner, and I wrote to him. Had he had his headquarters in Ottawa I should have seen him within a week. I had to wait some time to see him. There may be other cases of the same sort in which larger amounts are involved, and I can only say, as far as I am personally concerned, I am very much in favor of Mr. Breadner being in the City of Ottawa.

Mr. Tindall: In taking this action, are we not departing a little bit from the principle of the Association? I am quite in accord with Mr. McNaught's remarks. We appoint the Tariff Committee to deal with tariff matters, and our Manager of the Tariff Department is under the direction of the Tariff Committee. It seems to me it is not the best policy, possibly, for this Association to give a pronouncement, and take the direction of the Officer out of the hands of the Tariff Committee. I think if this meeting chooses to express an opinion that in their view the interests of this Association would be better served by the permanent residence of the Tariff Officer being in Ottawa, and that recommendation should go to the Tariff Committee, and then that the responsibility to the Association should rest entirely with the Tariff Committee to carry out that recommendation. But I don't think it is right that this Association should say to the Tariff Committee, after devoting their time for a year or two to these matters, we don't think you are managing things right, and we will say to you, you must have the Tariff Commissioner in Ottawa—I don't think that is the right position to take with any committee. If you appoint any committee, you must put the whole responsibility on that committee to work for the best interests of the Association, and then it is for the Association to approve of or condemn the action of the committee.

The President: If there is any new point to be brought up I would allow the discussion to be continued, but this is only a repetition of the question.

Mr. Roden: Mr. Rowley and one of the gentlemen who spoke said that they had individual things which they wished to bring before the Tariff Officer. I claim that is one of the most dangerous things for this Association—

Mr. Rowley: I rise to a point of order. I didn't say any such thing.

Mr. Roden: Mr. Rowley said tariff matters are sometimes of a peculiar or private nature. I think no tariff matters are of a peculiar or private nature.

Mr. Rowley: Let me ask the gentleman a question. If you wished a rebate on some material that you brought into Canada, or wished to know the exact condition of a manufacture with respect to the tariff, would you prefer to place that before the gentlemen on the Tariff Committee, or place it before the expert, who could deal with it in a private, personal and confidential manner?

I understood that Mr. Breadner was Manager of the Tariff Department, and was engaged primarily with the idea, and for the purpose, of looking after the individual interests of the members of this Association—the interests of those who wished to have their matters with the Minister of Customs and the Department of Customs attended to in a private, confidential and personal manner, without having to pay some lawyer or political heeler or somebody else. We know such people exist. I have known men who have had to pay seven or eight thousand dollars to get their matters attended to, and then not always be sure that they were done right. That is what I understood Mr. Breadner was appointed for, and after that, and during all that time, to be of support and assistance to the Tariff Committee.

Mr. Roden: I claim as an individual Mr. Rowley would have the right to write Mr. Breadner for any particular private information.

Mr. Rowley: I rise to a point of order.

Mr. Roden: I also state that any facts, or any matters affecting the whole trade of Canada, have a right to be public information for the whole of the Association. I make that statement. I claim that nothing is merely private. I interviewed the Government regarding rebates and I obtained a concession which I enjoyed myself for two years without any of the other members knowing anything about it. Was that fair? I claim if Mr. Rowley has a private matter he can write to Mr. Breadner, and he can deal with that as such, but if it is a matter touching the whole Association it should be public.

The question was called for.

Mr. Firstbrook: I want to withdraw the amendment. Mr. Ewing has changed his original motion, which was to consider. Now he has made a motion to adopt. In that case I have the consent of my seconder to withdraw the amendment.

Mr. Thorn: The Constitution and By-laws provide that until otherwise determined by the Association the Head Office shall be in Toronto. Then it is provided how the by-laws may be amended and so forth. If you turn, for instance, to page 20 of the By-laws you will find the following words: "The By-laws of the Association may be amended by a majority of the members of the Association present at any annual or special meeting called for that purpose, notice of such amendment having been given in writing to the Secretary twenty days prior to the date of meeting," etc. Now, I submit that the resolution is entirely out of order because it is contrary to the By-laws.

The President: This report has been before the Committee and it has been printed for over a month.

Are you in favor of the motion by Mr. Ewing, seconded

by Mr. Rowley, that this Association decide that the headquarters of the Tariff Department should be established at Ottawa?

Mr. Ewing: My motion is that Mr. Breadner be removed to Ottawa; you can put it in any words you like.

Mr. Ellis: Do you rule that is in order?

The President: I do.

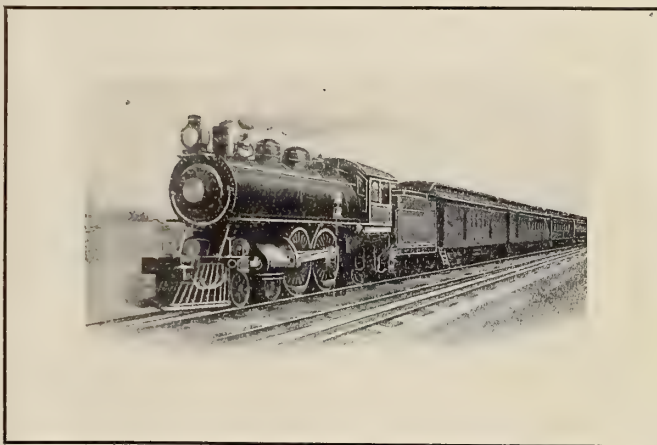
Mr. Tindall: I would like to move an amendment that this meeting give an expression of opinion to the Tariff Committee as to the advisability or not of Mr. Breadner being removed to Ottawa, not that he shall be removed, and then ask them to give their consideration and decide as they think best.

Mr. Riordan: I will second that.

The President stated Mr. Tindall's amendment.

Mr. Ballantyne: I understand that there are three motions before the chair, the main one by Mr. Ellis, seconded by some other gentleman, that the matter be left to the Tariff Committee; then there was an amendment by Mr. Ewing, seconded by Mr. Rowley, that Mr. Breadner's headquarters be in Ottawa; then an amendment to the amendment, moved by Mr. Tindall, that there be an expression of opinion.

Mr. Tindall: My amendment is this: I move that



this meeting express their opinion as to whether they want Mr. Breadner's headquarters in Ottawa or not, but I want it merely as an expression of opinion of this meeting, and then whatever the result of this vote is, that that be submitted to the Tariff Committee to be dealt with by them. They then have before them the wish of the Association. I don't think it is right for this Association to dictate to the Tariff Committee what they shall or shall not do, but I think it is quite possible and right—

The President: You are making a speech. Put your amendment in writing.

While the amendment was being written out by Mr. Tindall the Secretary read a letter from the Canadian Trade Commissioner for New Zealand.

Mr. Hobson: While that motion is being prepared I would like to say that I hope there will be no sectional feeling entertained in discussing this matter, and I think the Association would be acting wisely if they would leave the question to the Executive Committee.

Mr. Firstbrook: Can't we take a show of hands now in favor of sending it to the Executive Council.

Mr. Ewing: There has been 30 days' notice of this thing given.

Mr. Tindall read his amendment as follows: That this

meeting express an opinion that Mr. Breadner's office be removed to Ottawa; secondly, if in the affirmative, that the matter be left in the hands of the Executive Committee.

Mr. Findley: At the beginning of this discussion I was in favor of the removal. Since then I have had to suspend judgment, and my feeling is this, that this matter wants more consideration. I am sorry Mr. Firstbrook withdrew his motion. I therefore move that the question of the removal of Mr. Breadner be referred to the Executive Committee.

Mr. Firstbrook: I will second that.

The question was called for.

The President stated the amendments and the main motion, and on a vote having been taken on Mr. Findley's amendment, it was declared carried.

A Resolution on the Woollen Question.

Mr. P. W. Ellis: On motion of Mr. Kendry a Committee was appointed to draft a suggested resolution for this Convention to consider as being their deliverance upon this woollen situation. I might say that the Committee spent some three hours on this much debated question before they arrived ultimately at the resolution I am about to place in the hands of the Chairman. We could not believe that the Government intentionally wished any industry in Canada to suffer. Yet, in view of all the representations that have been made to the Government, we were quite at a loss to understand their attitude, and if they had in their possession some information that we had not, or did not know of, in guiding them in not extending assistance to this industry, it was a matter of surprise to us that that information was not available. We have to depend entirely upon the representations of the men who are practically engaged in that business. Personally, and it was the case with some other members, we are not in the woollen business; we have no first hand knowledge respecting it other than that knowledge which comes to us all through the official records of our

country; therefore we were guided more by the official records of our country, adding to it also the representations that were made by the Western Section of this Association. The resolution is as follows:

Whereas, before the introduction of the Preferential tariff the manufacture of woollen goods was a prosperous Canadian industry;

Whereas, the Industrial census of 1905 abundantly proves the gradual extinction of this important industry;

Whereas, the Woollen Section have repeatedly given to the Government every possible information, and were assured that such information was sufficient;

Whereas, the Woollen Section suggested to the Government a tariff that would restore this industry and which would reduce rather than increase the cost to the consumer;

Whereas, the slight alterations made in the tariff in 1906 have not relieved the situation;

Resolved, that the Association in Annual Convention assembled, views with alarm the attitude of the Government towards an industry, established in so many parts of our Dominion, and which gives employment to so many Canadian people, and protests against the Government discriminating in favor of the outside manufacturer as against the Canadian.

Mr. P. W. Ellis: I move that this resolution shall be the opinion of this Convention.

Mr. J. P. Murray: I second that.

The President put the motion, which, on a vote having been taken, was declared carried.

The President: Shall the report of the Tariff Committee, which was read yesterday, and which was left on the table, be adopted?

Mr. P. W. Ellis moved, seconded by Mr. Hendry, that the report be adopted.

The President put the motion, which, on a vote having been taken, was declared carried.

AMENDMENTS TO BY-LAWS

The Secretary: With your permission as each amendment is taken up I will report to you the recommendation of the Committee on Nominations and Resolutions.

The first is a proposed amendment in regard to the clause dealing with membership. It reads as follows:

"Wherever a local Branch is formed it shall be the duty of its Executive Committee to pass upon all applications for membership received within its boundaries and report its recommendations thereon to the Reception and Membership Committee before said Committee reports to the Executive Council thereon."

The Committee recognize the acceptance of that amendment, striking out the words at the end reading, "before said Committee reports to the Executive Council thereon." Their reason for suggesting these words be struck out is that in some of the provincial Branches it is very difficult to secure a quorum at the monthly meetings, or sometimes a meeting that is only called once in two months, and therefore it might unreasonably delay the acceptance of an application for membership from some party who wishes to make immediate use of the Association's services.

Recommendation of Committee adopted.

The Secretary: The next amendment has to do with the number of Provincial Vice-Presidents. It was proposed to reduce the number by providing for only one for the Maritime Provinces and one for Alberta and Saskatchewan. The

Committee on Resolutions recommend that this amendment be not accepted.

Recommendation of Committee adopted.

The Secretary: The next is on Duties of Officers. The amendment here was proposed to make provision in the By-laws whereby the President of the Association would become the Chairman of the Finance Committee. This has been the custom in the past, but it has simply been an unwritten rule. The Resolution Committee recommend that this be not accepted, because they believe that the duties attaching to the office of President are sufficiently numerous and arduous in themselves to make it quite unnecessary to load him up with the Chairmanship of a Committee.

(Recommendation of Committee adopted.)

The Secretary: The next amendment before you is under the head of Committees, and is for the purpose of making the representation to the Executive Committee in the future on the basis of one to every twenty-five members of the Association, instead of one to every twenty. At the present time, with our large membership, the Executive Council has over 150 members, and it is becoming too large and too unwieldy to do effective work, and with the idea of reducing that, this amendment has been submitted and has found favor with the Committee on Nominations and Resolutions.

(Amendment adopted.)

The Secretary: The next two or three amendments which

follow are all aimed at securing a certain amount of change in the personnel of all Committees each year. It was felt by the Nominating Committee that while this was desirable, it would be unwise to bind the Association down by by-laws to state when a man shall cease to serve upon any committee. They recommend, therefore, that under the head of Committees, the second, third, fourth and fifth amendments be thrown out.

In the second amendment under the head of Committees there will be one change necessary, and that is to remove from the by-law as it stands at present "And the British Office Committee," that Committee having practically ceased to exist.

(Recommendation of Committee adopted.)

The Secretary: The next amendment has to deal with the constitution and duties of committees formed for the purpose of transacting the business of the Annual Meeting. It comes under the head of "Alternative Amendment," the first amendment having been thrown out as the result of the decision not to make the President of the Association the Chairman of the Finance Committee. Your attention is to be directed to the following amendment:

"Alternative Amendment":

The Chairmen of the various Branches and Standing Committees shall be constituted each year for the special work of the Annual Meeting a Committee on Resolutions and Nominations, and all resolutions shall be placed before this Committee for consideration and report before being submitted to the Annual Meeting, and the proposer of any resolution shall be invited to appear before the Committee when his resolution is being considered.

In the event of the local Branches of the Association, where there are Branches, or of individual members where there are no Branches, failing to elect or nominate a sufficient number of members for the various offices and committees, it shall then be the duty of the Committee, but not otherwise, to nominate a sufficient number to make up the deficiency."

The recommendation of the Committee is that everything after the words "Annual Meeting," in italics (see Report), be stricken out.

(Recommendation of Committee adopted.)

The Secretary: The next amendment reads as follows: "The Chairman of the various Standing Committees, together with the Vice-Chairman of the Finance Committee, shall constitute the Advisory Committee."

The Committee on Nominations and Resolutions recommends that this be adopted, after having first stricken out the words "together with the Vice-Chairman of the Finance Committee."

(Recommendation of the Committee adopted.)

The Secretary: The next amendment, dealing with the Finance Committee, it is recommended be stricken out, because it was only to incorporate the change providing that Committee with a Vice-Chairman.

(Recommendation of Committee adopted.)

The Secretary: The next amendment is, "No member shall be eligible for re-election as Chairman of a Committee unless it is so recommended by the Executive Council to the Annual Meeting."

The Committee on Nominations recommends that that be changed; that you change the words "Executive Council" to "Committee on Nominations and Resolutions."

Mr. Murray: I think a committee that wants to have a good Chairman for the second year should be allowed to have that Chairman. I would move that this be stricken out.

Mr. Burton: I second that.

The President put the motion, which, on a vote having been taken, was declared carried.

The Secretary: The next amendment deals with the duties of Committees. It was proposed to make provision in the By-laws whereby every member of the Executive Council would be known as a Director of the Canadian Manufacturers' Association. The Committee recommends that that be stricken out.

(Recommendation of Committee adopted.)

The Secretary: The abandonment of the British Office Committee necessitates the cancellation of that clause.

(Adopted.)

The Secretary: The next amendment is new. "Advisory Committee: The Advisory Committee shall report to the Executive Council upon all matters of policy which do not properly fall within the jurisdiction of any of the Committees heretofore mentioned."

(Adopted.)

The Secretary: The next is on nomination and election of officers and committees. The purpose of this amendment is simply to level up the basis upon which Branches shall nominate their nominees to the Executive Council, with the basis upon which those nominees shall be elected. It is now proposed that the election be on the basis of one to every twenty-five, and it is accordingly recommended in this amendment that the Branches nominate on the basis of one to every twenty-five.

(Adopted.)

The Secretary: The next is on Branches of the Association. It was proposed, in order to obtain a change in the personnel, to introduce a by-law reading as follows:

"Branches of the Association," add the following: "No member shall be eligible for re-election as Chairman of a Branch unless the members of the Branch are unanimously in favor thereof, and no person shall serve as a member of the Executive Committee for more than three consecutive years."

The recommendation of the Committee on Nominations and Resolutions is that this amendment be stricken out.

(Recommendation of Committee adopted.)

The Secretary: They recommend the same with regard to "Trade Sections."

(Recommendation of Committee adopted.)

The Secretary: An amendment was introduced to eliminate the clause in the By-laws dealing with expenses, presumably with the idea that it conflicted with the duties of the Finance Committee. The Committee recommend that this By-law be allowed to stand; in other words, that the proposed amendment be stricken out.

(Recommendation of Committee adopted.)

The Secretary: The next is on Dues and Privileges. It was proposed to add the following clause:

"If any member shall fail to pay his annual fee within three months after same has become due, his name may be posted by publication in the Association's official organ, or in such other manner as the Executive Council may from time to time decide; registered notice to his last known address shall at the same time be sent him by the Secretary, and if the fee be not paid within thirty days after such notification, the defaulter may be struck off the roll of membership by resolution of the Executive Council."

The recommendation of the Committee on Nominations and Resolutions in regard to this is as follows: Substitute "six months" for "three months," and to strike out the words "His name may be posted by publication in the Association's official organ, or in such other manner as the Executive Council may from time to time decide."

(Recommendation of Committee adopted.)

Resolutions of Thanks.

Resolutions of thanks were passed to the Board of Harbor Commissioners, the Mayor and City Council of Montreal, the telegraph, telephone, and railway companies, the Principal and Board of Governors of McGill University, the Street Railway Company, and the Montreal Cotton Company.

Resolutions were also introduced and passed on the subject of "Extra Provincial Taxes," "Carrying Mails," "Reciprocal Preferential Tariff with Australia," and one providing for the establishment of a "Pulp and Lumber Manufacturing Section."

ELECTION OF OFFICERS.

The Secretary read report of Nominating Committee *re* Election of Officers.

For President for the year 1908-9, Mr. R. Hobson, Hamilton. (Applause.)

The President: It is now my pleasure to call on Mr. Hobson to take the President's chair.

On Mr. Hobson having taken the chair, the Hon. Mr. Rolland said: I pay you a compliment; you are the President of the most important Association in the Dominion. Before leaving the chair I must again thank all the members for the help they have given me in the work of the Association; I also thank the officers for the generous aid they have given me. I may tell you that this year of my presidency has been one of the most agreeable in my life, the memory of which I will keep as a souvenir. (Applause.)

President Hobson: Gentlemen, before I came to Montreal, in fact for some time after I reached Montreal, I did not expect any higher honor would be conferred upon me than that of Vice-President of the Association. I had hoped we were to have my friend on my right, Mr. Hendry, for President, but circumstances have compelled him to decline that honor, and the honor has been conferred upon me; and that I appreciate it, it is not necessary for me to say. I will not take up your time now; I will have an opportunity of saying a few words to-night.

The Secretary: For First Vice-President Mr. John Hendry, Vancouver. (Applause.)

Mr. Hendry: Gentlemen, I have again to thank you for the honor of being made Vice-President, and to thank you at the same time for being proposed for the office of President, which I could not accept. I am sure it will be more worthily filled by our friend on my left, and I am glad to know it is unanimous. I am sure you will have a stronger contingent from Vancouver by another year.

The Secretary read list of Provincial Vice-Presidents.

The President: I declare the names as read the Vice-Presidents of the various Provinces for the ensuing year.

The Secretary: For Treasurer, Mr. George Booth. (Applause.)

Mr. Booth: I thank you for this honor. I do not know whether I deserve it or not.

The President declared Mr. Booth elected Treasurer of the Association for the ensuing year.

The Secretary read the names of the members of the Executive Council.

The President: I declare the names of the gentlemen as read, elected.

The Secretary read the report of the Nominating Committee *re* the Standing Committees for the ensuing year.

The President: I declare the Committees constituted as so read.

The Secretary read names of representatives of the Association to the various Industrial Exhibitions to which the Association is entitled to send representatives.

The President: I declare these gentlemen elected.

Thanks to Hon. Mr. Rolland.

Mr. Rowley: Mr. Chairman, on congratulating you on your appointment, I wish also, if I may be allowed to do so, to ask this meeting to unanimously pass a vote of thanks that I am sure will be well received, and that is, that we should thank the Hon. Mr. Rolland for the splendid way in which he has managed the affairs of the Association during his tenure of office as President. If I could make a speech this would be an occasion when I would like to do so, but, for fear somebody else before me would also want to make a kindly reference to Madam Rolland, I wish, if you please, to couple her name with that of the President, and to ask you to unanimously join me in thanks.

The motion was received with applause.

Mr. McNaught: I am going to second that, and to add that we recognize in the usual form, that of a testimonial to the Hon. Mr. Rolland, our appreciation of his services.

The President put the motion, which, on a vote having been taken, was declared carried.

The President: Hon. Mr. Rolland, I have very much pleasure in tendering to you the resolution of thanks for the way in which you have conducted the office of President during the past year. We all know what zeal you have thrown into the work, and at all times it has been a pleasure to meet you; you were always affable and agreeable and ready to do anything you could, either for the individual members or for any part of the Association.

I have also very much pleasure in coupling with your name the name of Madam Rolland, and I think I might say the names of your whole good family, because I am sure they have given you every assistance they could in helping you on with this great work.

Hon. Mr. Rolland: Mr. President and Vice-President and dear friends of the Canadian Manufacturers' Association: It affords me a great deal of pleasure to receive the vote of thanks which you have just passed so unanimously, and I may repeat to you again that the work of this Association for me has been a continuous pleasure, because I have been working with friends, and I have found help everywhere to promote the good work of the Association. I am retiring from the Presidency but I shall always be a member of the Association, and will help the Association in all its work as I have done before. My services will be at the disposition of the Association, and I hope always to work in its interests. I thank you for the mention you have made of my good wife. My travelling very often has deprived me of the companionship of my family, but she understood the great importance of the interests of the Association, and that is the reason why permission was given me to leave. (Applause.)

The President: There is one further matter to be brought before the Convention before we adjourn, and I will ask the Secretary to read it.

The Secretary read communication *re* Natural Gas, as follows:

Resolution on Natural Gas.

That, whereas there are a number of manufacturers in Welland, St. Catharines, and vicinity who are dependent for the fuel supply on natural gas presently being supplied from the gas fields located in the Townships of Crowland, Humbly Grove, and Bertie; and

Whereas, the supply of said gas is now being rapidly diminished by reason of its export in large quantities for sale to householders and others now resident in the city of Buffalo, N.Y., notwithstanding the large demand on said gas now made by Canadian manufacturers located in the district, and which demand is at present unsatisfied, and cannot be satisfied by reason of such export; and

Whereas, said Canadian manufacturers have agreed to purchase all the supply at present available at competitive rates; and

Whereas, the present gas companies operating in these townships have repeatedly refused, and do now refuse, to sell their gas to Canadian consumers at equal rates to those now being charged to the American consumer;

Therefore, be it resolved that this Association strongly protest against the action of said companies, and request that the Legislative Assembly of the Province of Ontario do amend forthwith their act cited as the Supplementary Revenue Act of 1907, part 2, section 25, to read:

"(a) All natural gas in the Province of Ontario shall be subject to a tax of 50 cents for every thousand feet flowing, drawn, or pumped from or produced by the well.

"(b) That the pumping or by other means artificially increasing the flow of natural gas for export be, and the same is, hereby prohibited."

(c) Section 46, clause 1, be amended, in part, to read:

"And 99 per cent. of the tax payable on such quantities of natural gas as have been used in the Dominion of Canada in the preceding year shall be remitted."

The President: This is a very important matter, too important, I believe, to be dealt with at this late hour of the Convention, and I would suggest that if the gentlemen who are interested in this would allow it to be referred to the Executive Committee to be dealt with at their first meeting, it would be well.

(Suggestion adopted by meeting).

NEXT PLACE OF MEETING.

The Secretary presented an invitation from the Halifax Branch to hold the next Annual Meeting in Halifax, and stated that it had been customary in the past to have this dealt with by the Executive Council, and as there was no one present from Halifax to support the invitation he thought it might be disposed of in that way.

(Suggestion adopted).

Mr. J. P. Murray: Mr. President and gentlemen: I don't think we should break away without recognizing the exceedingly good work that has been done by our Secretaries and Office Staff. I need not eulogize them in any shape or form, for there is not a member of the Association who is not exceedingly well aware of the devotion of the Staff to the interests of the Members, and I must say in a special manner our Chief Secretary, Mr. Murray, is absolutely a marvel; he is at the work early and late; it seems to me he must be thinking about this Association when sleeping. He suggests things to Committees that do not come up even in the thoughts of those who are closely allied with the subject. We also find in the Assistant Secretaries and Managers of the Departments equal care for our interests. I feel we would not be doing ourselves justice if we did not state here how we thoroughly appreciate the work they are doing, and I have risen to ask the Association in Convention to thank the Secretaries and Staff for the splendid work they have done for us in the past year.

Hon. Mr. Rolland: It is my privilege to second this. I have had occasion to see the great work of Mr. Murray and the great interest he has taken in the Association. Since he has arrived in Montreal we could not get him out of the office; he has been working early and late, and the work has proceeded with such activity and regularity that we must credit it to our Secretary.

(The vote of thanks was carried by a standing vote, amid applause).

The President: Mr. Murray I wish to tender you the thanks of the members of the Association here present for the excellent work done by yourself and your staff, not only at this meeting, but throughout the year.

Mr. G. M. Murray: Mr. President and members of the Manufacturers' Association: Much as I would like to do so I feel that it would be unwise for me to make any lengthy reply when the hour is so late; but I can assure you, from the bottom of my heart, that I appreciate every word of the kindly sentiments to which you have given expression. I am more than pleased that you have coupled with my own name the other members of the staff, for I feel that it is more to their efforts than to anything which I have been able to do myself that the success of our Association and the success of this Convention is to be attributed. Once more, gentlemen, I thank you for thanking me.

The President: I will now declare the Convention closed.

TELEGRAMS FROM LORD STRATHCONA.

Read at the Banquet.

Glencoe.

G. M. Murray, Esq., Secretary Canadian Manufacturers' Association, Toronto, Ont., Canada:

Owing to an accident, not of a serious character, but demanding immediate treatment to prevent permanent injury to my hearing, doctors insist absolutely that I defer my visit to Canada. Regret exceedingly I must thus forego the privilege of attending the banquet of the Canadian Manufacturers' Association, seventeenth of September, an invitation to which I was honored with and accepted. Wrote you ninth September.

STRATHCONA.

Glencoe, Sept. 17.

G. M. Murray, Esq., Secretary Canadian Manufacturers' Association, Montreal:

Please convey my best thanks to Association for their kind wishes, which I greatly appreciate.

STRATHCONA.

THE ILLUMINATION AT MCGILL RECEPTION.

The lighting of the McGill grounds on the evening of the reception at the Redpath Building by eight large arc lamps called forth very much favorable comment. The lamps were so much brighter than ordinary electric arcs that practically everyone attending the reception stopped to read the cards that were attached to the lamps (which, by the way, were portable), on which was printed the legend: "The Empire Light. Burns Coal Oil. Costs 2 1-2c per hour. Office, Packard Building." It was learned that these lamps were put in by the Empire Light Company, of Montreal, by request of the local board, and the effect was certainly most pleasing. Each lamp is complete in itself, and can be run separate from every other lamp, or they may be operated in groups, all from one tank. There have been some two hundred of these lights in operation at the Franco-British Exhibition since it opened. They are suitable for both indoor and outdoor use, and are particularly adapted for large engineering shops and factories.

The Ontario Power Company will add two units to its present plant at Niagara Falls, making a total of eight units. The capacity of the plant when this addition is completed will be 95,000 horse-power.

THE CONVENTION BANQUET

A Fitting Close to a Successful Convention.

THE manufacturers of Montreal make fine hosts. Every entertainment during the convention was of the best, and the visitor, always expecting much, invariably got much more than he ever anticipated. So with the banquet. Nothing was lacking to make it an unqualified success. The company was excellent, the viands delectable, and the speeches for the most part illuminating.

The banquet was held in the main dining-room of the Windsor. The room, always beautiful, was made additionally so on this occasion by profuse table decorations of cut flowers. In the balcony an orchestra played a fine programme of selections during the evening.

Over three hundred guests were present when President Hobson escorted Sir Wilfrid Laurier, followed by the other guests of honor, to the guests' table.

After the toast to the King had been honored, the President called upon the Secretary, who read a cablegram and letters of regret from Lord Strathcona, etc., after which Mr. E. R. Dufresne sang "O! Canada, Mon Pays! Mes Amours!"

Canada.

President Hobson proposed the toast of "Canada." He said:

To me as Chairman has been assigned the pleasing task of proposing the toast of Canada, a toast which I know will be honored by this gathering with all that loyalty and enthusiasm such as true sons of Canada must display.

Before addressing myself to the subject, however, I desire to take advantage of this distinguished occasion to express my deep sense of appreciation at the honor you have this day conferred upon me by electing me to the highest position in the gift of the manufacturers of Canada. Proud indeed might anyone be who has thus been singled out for distinction by over two thousand of his fellow manufacturers from all parts of the Dominion; prouder still to be the President of an organization which in so many ways has helped to create and foster a love for things Canadian, an abiding confidence in the future of our country, and a sensitive care for the advancement of all her interests.

In assuming this office I am, of course, keenly aware that it carries with it responsibilities, to the discharge of which I can only regret that I am unable to bring the ability which the position requires. Chief among these responsibilities is one which I feel it is incumbent upon me to discharge to-night, and that is to state in clear and unmistakable terms, not only to you who are gathered here, but to every Canadian to whom a generous press may be kind enough to convey my words, exactly how our Association stands in regard to some of the important questions before the public of Canada to-day. This is all the more imperative since for years in a number of important respects it has been the misfortune of this Association to be misunderstood and misrepresented.

We are an association of business men. We are the largest employers of labor in Canada. Our interests are bound up with the country where our capital is invested, and where our life is to be spent. The general welfare of Canada is ours. And yet there are those in party politics and party press who have continually represented us as selfish and inconsiderate of the rights of others. With reluctance we have been forced to conclude that in many cases

this has been done solely for the purpose of antagonizing the farmers of Canada against our Association to the end that some political object might be attained. I wish to say again to the people of Canada, and I would they were every one present to hear me say it, that we in this Association are interested in the development of every industry, whether it be agriculture, mining, fishing, forestry or manufacture, that we ask nothing for ourselves that we do not ask for all, and that here and now we pledge ourselves again to the development of Canada's great resources through the policy which protects every citizen of the Dominion, be he farmer, workingman or manufacturer, against the hostile tariffs and cheap labor of competitors. The politician or the paper that would create a false strife between this Association and the other great interests of this Dominion is not worthy of the confidence of the Canadian people. Canada is too large, her area too vast, her scattered population too small and the task before her too great to permit of discord among her people. This Association stands to-day and always for a united Canada working out her destiny in every channel of development through which Providence has blessed us.

A Community of Interests.

Would that I were able once and for all to remove the impression, unfortunately all too prevalent, thanks to the fomenters of trouble to whom I have just referred, that the interests of the farmer and the manufacturer are antagonistic. It is unquestionably a fact that the prosperity of the one helps the prosperity of the other and that the losses of the one augment the losses of the other. The manufacturer does not attempt to refute the statement, which certain sections of the press are always giving prominence to, that the farmer stands at the basis of our national prosperity. As an Association we admit it most cheerfully, recognizing to the full our dependence upon the farmer as supplying a market for our manufactured goods. This it is which makes the policy of land settlement of such tremendous national significance. Furthermore, and I am proud to say it, we have been glad and always will be glad to go deep into our pockets to help support experimental farms, agricultural colleges or anything else which tends to better the conditions of his industry. But we do object, and object most decidedly, to the political agitator who steps in between us and tries to delude the farmer by belittling the importance of the market which we, in our turn, through the workingmen dependent upon us, are providing him for the sale of his produce.

For what are the facts? Renowned as we have of late years become as a grain-producing country, we exported last year little more than half the 92,500,000 bushels of wheat raised in the whole of Canada, this too after making due allowance for what left the country in the form of flour. The home market consumed the balance. We raised 95,000,000 dollars' worth of oats last year, of which, including oatmeal and other cereals, we exported only 4 per cent. The home market consumed the balance. Our barley crop for 1907 was valued at \$27,000,000, of which we exported 4½ per cent. Again the home market consumed the balance. Unfortunately there are no recent figures available showing the proportions of home consumption and export trade in other kinds of farm produce, but in the last census

year we consumed at home 8 times as much butter, 7 times as many eggs, 32 times as much hay and 62 times as many potatoes as we exported. Canadian farmers are prosperous because, in a much larger measure than is commonly thought, they can dispose of almost all their wheat, their oats, their barley, their cattle, their butter, their eggs, their poultry, their potatoes, their vegetables and everything else that they can produce, at their own door. Every wheel that turns in Canada, every tall chimney that smokes, every dynamo that supplies the power to re-create our great resources, means prosperity for the Canadian farmer, and manifold opportunities for his sons and daughters. Take away from him the towns and cities of this Dominion and you take from him a market which is of far more value to him than all others combined.

It can be stated with an abundance of proof that the farmer of to-day compared with his father before him, receives a higher price for his produce, and pays less for the goods that he uses and consumes. Adequately to portray the wonderful progress of the agricultural classes of this country is a task that still awaits the statistician and the historian.

One or two illustrations, however, will be of interest, as showing how vastly superior are the advantages he now enjoys. Thirty years ago the average binder used on the farm cost \$160 more than it does to-day; a reaper, \$70; a mower, \$30, and a rake \$10 more than any of them does to-day. Side by side with this price reduction, through the substitution of steel for wood, these implements have been made lighter, more durable, and their efficiency has been increased from 50 to 100 per cent. For a top buggy the farmer of thirty years ago paid from \$175 to \$250, yet what he got was vastly inferior to the buggy he can buy to-day for \$90 to \$100.

The same statement could be made of sugar, cotton and many other staple commodities.

Advantages of a Large Market.

The paths to success in the manufacturing industries of Canada are not strewn with roses. Only a few of those who are not carrying the burden of managing a factory appreciate the struggles of an industry in a new country. Would that every citizen of Canada understood the one great difficulty which confronts us all. Well has the salesman expressed it when he says, "What we need is *orders*," for if we can distribute the heavy fixed charges of our factories over a larger output we can not only improve the quality of our goods, but we can reduce the price to the consumer and pay our workmen a higher wage. As a prominent woollen manufacturer recently expressed it, "When I make 500 yards of a certain design I have to sell it at a loss; when I make 1,000 yards, I can sell it at a profit."

The peculiar industrial situation of this country must be thoroughly grasped before these difficulties receive their due consideration. It must be remembered that the population of the whole country does not exceed the population of the city of London, yet it is scattered over a length of 4,000 miles. On this account the cost of marketing goods in Canada is probably higher than in any other Western country. To this must be added the fact that the home market is severely broken into by the steady import of foreign goods in times of prosperity and the dumping of surplus goods from the great Republic to the south of us during periods of depression.

The widespread practices during the past year on the part of United States manufacturers, anxious to protect their own price level by dumping surplus goods in our limited market, has amply fulfilled the predictions of this Association, and particularly of my predecessors in office. In spite of anti-dumping legislation, American slaughter sales in

Canada, of which unfortunately it is impossible to obtain any statistical record, have been severe. Their extent and their influence on Canadian labor and Canadian capital are best expressed in bitter individual experience. This is a point to which the Canadian workingman should give sober thought. And need we remind the Canadian farmer that very often his son is the Canadian workingman?

For these reasons it can be safely asserted that the problems of the Canadian business man are worthy of the most sympathetic consideration at the hands of the student, the consumer and the legislator.

The Association's Policy.

The burden of my statement thus far may be summed up in a very few words. This Association owes no allegiance to any political party. It does not exist for aggression upon the rights of others, nor for the personal gain of its members. It strives solely and absolutely to promote the common good of the nation as a whole, believing that whatever works for the betterment of Canadian industry, be it of the farm or of the forest or of the factory, works for the betterment of our great Dominion, and that whatever tends to retard the development of these industries only postpones the realization of a bright future which bounteous nature seems to have intended for us. Furthermore, be it understood that this Association stands firmly pledged to put forth every effort to secure the highest standard of comfort, the highest level of existence possible for our laboring population. Its members individually and collectively declare through me to-night that they are unalterably opposed to the factory employment of children below the legal age, to sweat-shop practices of every description and to any other condition of work that is at variance with the true Canadian spirit. They also stand for a policy which will give the workingman of this country an opportunity for self-improvement, and place within the range of his attainment the highest positions in the gift of Canadian industry. For the solution of these problems we stand ready to join hands at once with organized labor, and would count ourselves happy in having the sincerity of our motives acknowledged.

I have said that our attitude towards the tariff is non-political. How high or how low it shall be is, we believe, a business question, to be settled only after due consideration has been given to the rights of all classes of our population. While some may be inclined to think that our views are radical, we have no desire to be arbitrary or to force upon the country a policy which is arbitrary. Our only desire is to stand on reasonable ground, and to that end we will gladly submit our case to careful and unbiased investigation.

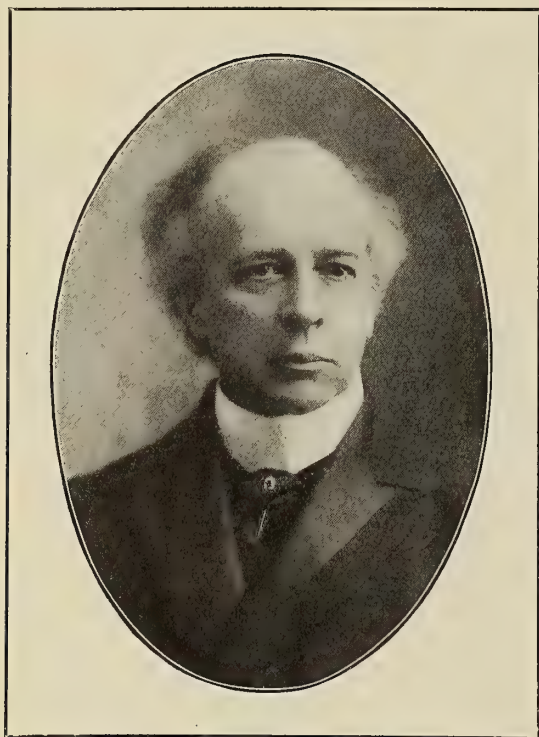
It is in this spirit that I am authorized to state to you, Sir Wilfrid Laurier, that while we recognize that the responsibility rests upon the Government of the day of settling the tariff, this Association will heartily welcome the establishment of a permanent Tariff Commission, to whom the multifarious details that enter into the tariff question might be referred for investigation and report. Such a suggestion does not flow from any desire to infringe upon the rights of Parliament or to restrict its responsibilities, but rather to aid it by bringing to bear upon the difficult and complicated tariff problems which are constantly calling for consideration, the fullest possible light from every possible quarter.

It is with the hope that this suggestion will speedily find favor with you, Sir, and with your colleagues, that I call upon this distinguished gathering to arise and drink the toast of Canada.

Following this address Mr. E. Diplock sang "The Maple Leaf Forever," after which the President called upon the Right Hon. Sir Wilfrid Laurier and Mr. F. D. Monk to reply to the toast.

Sir Wilfrid Laurier.

Sir Wilfrid Laurier: Mr. Chairman and gentlemen, I have always understood that the Canadian Manufacturers were hustlers, but it seems to me that they consume a lot of time at the table. This dinner has been very long. I say that without any reproach, because the wine was good, the fare capital, and the company excellent, but time was consumed at the table, and unfortunately, gentlemen, the time which you have consumed must force me to bottle up for another occasion the flow of thought which I had prepared; for I have an appointment with a friend in a few minutes who leaves by train, and therefore I must cut it short. But I must find time to express to you my gratification that once more I have the privilege of being the guest at this hospitable board of the Canadian Manufacturers' Association. I have had that privilege more than once, and I am reminded that only last year, hardly twelve months ago, I was so honored. On that occasion I made the statement that the Canadian Manufacturers' Association was one of the institutions of the land, that it



SIR WILFRID LAURIER.

had taken root in our soil, and was now as profoundly bedded in it as if it had been placed there by the organic laws of the country. Therefore, it is no mean honor, Mr. President, to be elevated to the position to which you have been called to-day by the confidence of your fellow associates, and allow me, with a very sincere heart, to offer you my hearty and sincere congratulations.

I am sorry that the time at my command is so very short. I had been anticipating having a heart-to-heart talk with my friends, the manufacturers of Canada, upon some topics as to which perhaps we do not see eye to eye. This is a free country, and every opinion is welcome. I welcome the opinion of those who do not agree with me, and ask that you give me the privilege of speaking my mind also. (Hear, hear.) I have read with the greatest possible interest the splendid and able address with which your Convention was opened by your former Chairman, my friend and neighbor, Mr. Rolland; it was a very able paper; I read it not only once but twice; and though I cannot agree with every syllable

of it, still, on the whole, I would have very little exception to take to it. Upon the tariff, however, I am not sure that I agree with everything that has been said in that platform. The tariff is a question upon which men will always, I suppose, have differences of opinion; but reading the address of Mr. Rolland and the comments which have been made upon it, I do not know but that after all the tariff may be looked upon as reasonably satisfactory. As completely satisfactory, perhaps, would be too much to expect, but that it is reasonably satisfactory I believe can be accepted.

Sir Wilfrid on the Woollen Tariff.

There is one point, however, upon which you have taken exception to the tariff, and it is upon the woollen duties. This is the very subject, gentlemen, upon which I intended to speak at some length, and although my time is short I intend to give you my views. You will permit me, as I hope, to give you my full views. I would like to have upon this subject a heart-to-heart talk. What is the use of not talking to one another freely on this matter? It is my lot at the present time to be the Prime Minister of Canada. I do not know how long I shall so remain. (Laughter.) My friend, Mr. Monk, may say my time is short. I do not agree with him upon this question as upon many others. I will discuss the question with you as if my time were to be long, but if it were short I do not think my friend Mr. Monk could dispose of it in any other way.

As you know—you have referred to it, it has been part of your debates—you approached the Government during the last session to have an increase in the woollen duties, and I will preface whatever remarks I am to offer now by the fact that I was not a member of the Tariff Commission which prepared the Tariff which was adopted in 1907. The members of the Commission were my colleagues, Mr. Fielding, the Minister of Finance, Sir Richard Cartwright, the Minister of Trade and Commerce, Mr. Patterson, the Minister of Customs, and Mr. Brodeur, the Minister of Marine and Fisheries. When they brought in their report, and when they embodied it in the form of the Act of 1907, I think it was pretty generally accepted at that time that they had reached about a happy medium, and taking it all in all, that the tariff was fairly satisfactory. But it so happened that in the course of a few months, the woollen industry, which it must be admitted has not been flourishing very much for the last few years, became embarrassed, and was brought into very serious difficulties. Then we were approached to make some concessions to increase the duties. Now, gentlemen, you represent the manufacturers. In the position which I occupy I have to represent not only the manufacturer, but the consumer, and it is my duty, as you fully admit also, in the very able speech which you have just given us, that all classes have to be considered, and every part of the community is entitled to consideration. When we were approached to give an increase of duty during the last session I was asked to receive, and I received with my colleagues, the Ministers of Finance and Customs, all delegations which came before us; I listened very attentively and carefully to all the representations that were made to us, to all the arguments which were advanced why we should give this increase of duty which was demanded, and I am sorry to say, but I say it in all frankness, that it seemed to me that in the case which was presented to us there was something lacking which was never sufficiently explained, at all events, to my satisfaction. I do not pretend to be a business man; still less do I pretend to be an expert in such matters; but I claim to have a fair, common, average amount of common sense, and I think I can appreciate an argument when a true argument is presented to me. The Canadian manufacturers' complaint—I want to put it fairly—is this, that under the preferential tariff which we have given

to Great Britain, since it has been brought up to its last notch of 33 1-3 per cent., the Canadian manufacturers cannot compete with British woollen goods. Their argument is that if the quality of British goods were equal to the quality of Canadian goods they could compete, but they say that under the tariff the British manufacturer is able to send to Canada a certain class of article which is inferior in quality, though shining in appearance, and seductive to the customer, but worth less than the money he pays for it; in other words, that the goods which are sent over from Great Britain to Canada, are shoddy goods, made up of a little wool and a good deal of tops and oil and waste, cobwebs, and refuse and similar things, which are given to the innocent Canadian consumer. The good Canadian housewife, when she goes to the shop to buy a suit for her husband, instead of taking the good, substantial, but not shining Canadian wear, is seduced to buy that miserable article, seduced by the mere looks of it, and invests her money upon it to her sorrow afterwards, because in the first wash it goes to pieces. Is that not, sir, the argument which has been presented to us and which is presented to the Canadian public? I think I put the case absolutely fairly. This is where my difficulty comes. First of all I say to the Canadian manufacturer, if the housewife, the consumer, goes into the shop and is presented with one of these shining pieces of goods, shining but unreal and unsubstantial on one side, and on the other side of the counter a good piece of Canadian cloth, having substantiality but not much appearance in it—if, after all, the man or woman, deluded or not deluded, chooses to buy the cheap shining goods, why, in the name of everything that is proper, do not you give him or her the cheap shining goods? Why is it that you cannot produce what is produced by the British manufacturer? Well, sir, if it be that the conscience of the Canadian manufacturer is too severe, that they will give only pure wool and nothing else, I say that is not business. I tell you I am not a business man, but the first rule of the business man is to give to his customer what he wants to buy. And if that be true, why is it that you do not give him that cloth which he wants to buy? This is the reason, and it seems to me to be a very strong argument. This is the answer which was given to me upon the very anxious enquiries which I made—the answer that was given to me was this,—the British manufacturer can produce the cheap article of cloth from East India wool and from cheap waste which he gets at a price which the Canadian manufacturer cannot have. Well, sir, that is a satisfactory answer so far as I am concerned. If it be true that the Canadian consumer wants that cloth, if it be true that the British manufacturer can have the raw material of that cloth cheaper than the Canadian manufacturer can have it in Canada, that is a condition of things which is in itself one to be considered, and which cannot be overlooked.

A Commission of Enquiry.

How are we to proceed with this? Gentlemen, I read to-day very carefully the discussion which has taken place in your Convention during the last two days, and I noticed that a friend of mine, whom I do not see in this audience, but I believe he must be there amongst you somewhere, stated that there was a remedy at hand, and that remedy was to send to England and to Germany a Commission not of politicians, a Commission, not of party heelers, but a Commission of good substantial business men. Why, sir, I subscribe to that with both my hands if there is a case made out for investigation; but I have to say to my friend who has made the suggestion, that this very idea the Canadian Government has already adopted. The last time that we received this delegation at Ottawa, some time in the month of July, in the conversation I had with my friend, the Minister of Customs,

when I told him that we must do something, or look into this case and see whether or not something should be or should not be done, he suggested himself that we should send at once a Commissioner to England, not a party heeler, not a politician, but a business man, an expert, and I have reason to believe, though I have not spoken to Mr. Patterson since, that this expert has already been sent by him to England, and he is now doing the work. (Applause).

I have furthermore to say that when this Commissioner has come back, and when he has made his report, I shall be only too glad to communicate it to the Canadian Manufacturers' Association, to have their review upon it, and if it be their will or their wish that they should have another Commission in which they shall be represented, the Canadian Government will be prepared also to do this. (Applause).

Gentlemen, I am not here to say that your demand is just or unjust; I am not here to say that your request is fair or unfair, that it is right or not right, but I am here to say that your complaints are such that they are entitled to the fullest consideration on the part of the Canadian Government. We have not been willing up to the present time to disturb the tariff; it is only 24 months old, not even so yet; and therefore if we are to have a principle of stability about the tariff we should proceed very leisurely upon all such enquiries. But at all events there is a grave condition of things, and we are prepared to meet it, and to meet it in the manner which I have just suggested. I hope that this will command the assent of every reasonable man, as you are all reasonable men at this board.

A Permanent Tariff Commission.

There is just another idea as to which I want to have a word of expression. You have stated, Mr. Chairman, in your address, that you desire to have a permanent Tariff Commission. I do not exactly realize yet what is meant by a "Permanent Tariff Commission," but I am free to say that if it be meant that you would have a permanent commission such as I think they have in the United States, to follow the workings of the tariff from day to day, to follow the incidents, to follow the effects upon the producer and the consumer, and its daily effects upon the community, I do not see any reason why such a commission should not be appointed. (Applause). I must be careful. You know Parliament was dissolved yesterday, and we are in the heat of an election now; my second neighbor is Mr. Monk, a prominent member of the Opposition, and I must not make any promises because I don't know what will be the consequences. I make no promises, but I say the matter will be looked into very carefully by my associates and myself.

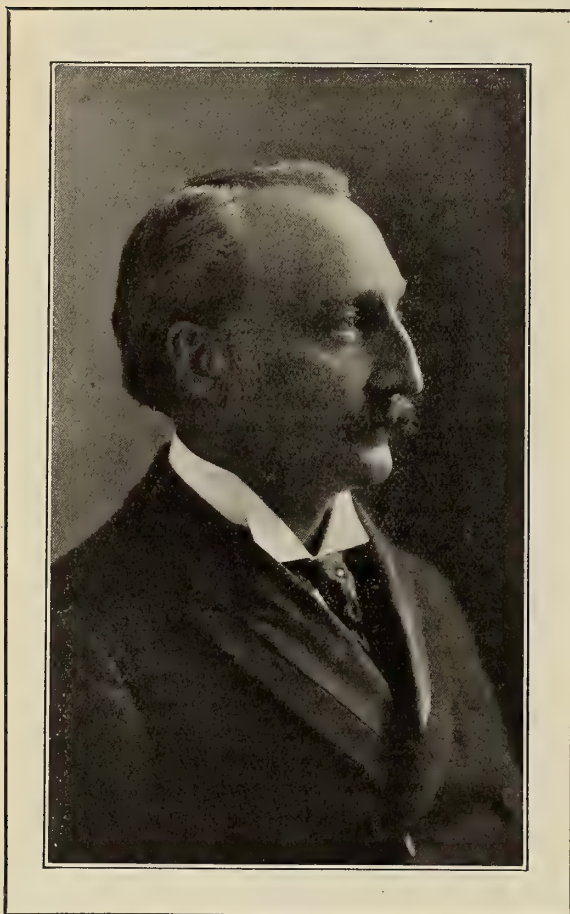
I have to express my regret to you that the time at my disposal does not permit me to continue these remarks and to cover some other topics which I had intended to speak upon; but, Mr. Chairman, I have been so often the guest of the Canadian Manufacturers in the past that perhaps you will permit me to invite myself for the next occasion, when we shall resume this conversation. (Applause).

The President: I will now call upon Mr. Monk.

Mr. F. D. Monk.

Mr. F. D. Monk: Mr. President and gentlemen, I think my first duty is to thank this very important Association and its officers for having so kindly extended to me the invitation which I am privileged to accept this evening. I would like to say at once, gentlemen, that I have been specially commissioned by my friend and leader, Mr. Borden, unavoidably absent this evening, to extend to this large gathering his sincere congratulations and his regret that unavoidable engagements have prevented him from being present here this evening.

I need not tell you, Mr. President and gentlemen, how proud we are in Montreal, in this great commercial metropolis of the Dominion, that it should be here that such a large mustering of this important Association should take place. Indeed, I think I am interpreting faithfully the opinions and the feelings of the great Province to which I belong when I say that its contributions to past history, its actions in the past, have always shown the Province of Quebec to have been favorable to the great interests that are committed to your care. It is a matter of fact, a matter of history, that at a time when the principle of protection of our industries and of the great interests which you represent did not find such absolute favor in all parts of the Dominion, it always had firm support in this ancient Province, where we have considered, above all things, that Canada should be developed for Canadians, and that we should foster as much as possible



MR. F. D. MONK.

those industries which it is your special task to protect. (Applause).

Gentlemen, when I was favored with an invitation by your Association I was informed by your Secretary and other officers that short speeches would be the order of this evening's gathering. They even intimated to me that a quarter of an hour would be about the time allotted to speakers of my rank and position. I was extremely happy to enter into the spirit of their suggestion. For although I have not the many calls upon me—many though they are—and though perhaps not as important as my esteemed and right honorable friend who has just left us, I may say that I am accustomed in the Houses of Parliament to extremely long and tedious disquisitions; and so I was very happy to adopt his suggestion.

The Early Struggle for Protection.

My right honorable friend has spoken very encouragingly of some subjects which have been discussed these few days, discussions to which I have been a party by following, I will show you, most carefully. He has given us the hope of speedy and happy solution. He puts you, I should almost say, on your guard against promises of politicians. Still, I am happy to hear, he has expressed that hope. You will bear in mind, gentlemen, that for many years there was a great struggle here as to what should be the principle that should prevail in our fiscal policy, free trade or protection; and at a younger period of my career, when I first entered public life, at a time when my party was under a cloud, I deemed I would have to undertake a very great fight for the triumph of a principle to which I am happy to say, and I think it is only justice to say, that the Party to which I have the honor to belong has always adhered, or at least has done so ever since Canada has manifested its intention and determination to become a Nation. (Applause). What then appeared to be the field of battle, the place of contest, the subject of difficulties between rival parties has, in my opinion, happily disappeared. It seems to me that the question of free trade or protection is now entirely and happily removed from the field of our political arena, but there remains, it is evident to me, the very great and important question of the manner in which we are to apply in detail a principle upon which, as I said a moment ago, we are all happily agreed. That is a question undoubtedly of great difficulty. For my own part, since we are speaking frankly, and, so to speak, making confessions, I will say that I have no great confidence in politicians as to the carrying out of that principle. I have no absolute faith in them as to their capacity to happily and properly and exactly, in a just measure carry out and apply that principle. It has always seemed to me that even given that we would have the aptitudes, we have not always the time; we have not in every respect the qualifications to see in detail to the manner in which that principle will be applied, of protection adequate, sufficient, just and fair for all our industries, whatever they may be. For me it is not a matter of consideration, for I tell you frankly that I have adhered entirely to the proposition that in that respect, as in the respect of the other great problem of transportation, we are safer if we commit the care of the details to that Tariff Commission of a permanent character to which you so ably referred, Mr. President, a few moments ago. (Applause).

In many countries that have copied our own great political institutions that system has been engrafted, and my friend to my left confirms me in the opinion which I already had from information, that in France, and indeed in other countries that have representative institutions, the principle, after having been sanctioned by Parliament, by the representatives of the nation, in a matter so delicate, in a matter requiring such special knowledge, is committed for its application at any rate, so far as suggestion and counsel is concerned, just to such a permanent commission as has been suggested here this evening. In that respect, Mr. Chairman and gentlemen, I entirely concur in the suggestion you have made, and I am ready to say that while not, I must confess, placing absolute and entire reliance in pledges that are made at such a moment as this, I am prepared to say that as far as I am concerned, if returned to Parliament, I will give my cordial support to the proposition which has been looked upon with favor this evening by the Right Honorable the Leader of the Government. (Applause).

The Preference to Great Britain.

That problem, Mr. President and gentlemen, to which you have more than once in your recent deliberations referred, of British preference and preferential trade, is one of vast im-

portance. I say it is the duty of every young man, of every man, indeed, in this country, who has at heart the great interests of a budding and a dawning Nation, to take into consideration earnestly and seriously the problem of how we can become better united throughout the empire by a system of mutual concessions in the matter of trade. I entertain no doubt upon the point of whether or not such a preference as has been established is a purely one-sided preference. My utterances in the Commons are probably public and are known, and I must confess that I have seen no reason to change them. For my own part I can with great difficulty adhere to the proposition of a one-sided preference. I believe for my own part that if out of these great commercial relations between the different parts of the Empire anything beneficial and of a really permanent good is going to ensue there must be concessions on all sides—(applause)—and it is in that regard, as you know, those of you who have taken the trouble to read the most interesting proceedings of our last Colonial Conference, and after taking note of the very able speeches of the representatives of the Home Government at that Conference, that, we must arrive at the conclusion that for the present, at least, public opinion in the Mother Country is not, or does not, seem to us to be prepared to yield, in that degree at any rate which to me seems necessary for commercial relations destined to do good not only to the one party, but to both. This is a great problem, I admit, and I would certainly be trespassing upon your attention if I gave further expression to the views that have been suggested to you by such studies as I have been privileged to make on such a very important question, not only from a Canadian, but from an Imperial point of view.

Mr. Chairman and gentlemen, let me add before I resume my seat that I have seen with very great satisfaction, because it is a matter which interests the whole Nation, that you have touched on the subject of technical education. In the address you have just made, Mr. President, taking a very broad and Canadian view, you have enunciated the fact which has been doubted, I know, by some, but upon which I myself entertain no doubt at all, that your work, the great work which you have so successfully carried out in past years, is not for the benefit of a class or of a section of the community, but for the aggrandizement and progress of the whole country at large. (Applause). As one who has taken a great interest in education generally from my manhood upwards, I am glad to see that you have called the attention of the whole country to that very important point. The secret, as you know, gentlemen, of the rapid advance of Germany and other industrial countries of late years, has been the attention given to that particular branch of science, and although in our own country we have a somewhat embarrassing situation from the fact that education is primarily committed to the Provinces, I believe that this question is so bound up with the question of our commercial and trade interests that it is possible to come to an understanding whereby the rights and privileges of the Provinces being still respected, the great central power of the nation can take some practical step to advance that great cause of technical education. (Applause).

If, as my very esteemed friend, the Right Honorable Leader of the Government, has intimated, the problem to which you have devoted so much attention during your sittings, the protection of the woollen interests, is as simple as my Right Honorable friend would have us believe, I live in great hopes that we will have a prompt solution; but I know from many years of experience the wiles that attend the eloquence employed so often by my Right Honorable Friend, that I am led to the conclusion that there is something more in the difficulty than that which he has stated here to-night. It is, gentlemen, a question of such vital importance, not only to the manufacturers specially interested themselves, but to the agricul-

tural classes of our country, that I hope the suggestion will be adopted of confiding the study of that question, if any further study is necessary, and I have my doubts about that, to a Commission that would give us a very prompt solution, so that these vast interests may not suffer. (Applause).

The Pulp Question.

My old friend, your former President, referred in his address, to another great interest; it is that of our vast pulp resources. I myself have always thought that the exportation of pulpwood from this country is for the benefit of our neighbors and not for our own. (Hear, hear.) And that remark, gentlemen, I might apply to many other industries also. I know that in the immediate present moment some interests, some indeed in our own Province, might temporarily suffer from the adoption of the suggestion that has been made by your former President, but I am informed by competent men—and in matters of that kind I cannot say I believe politicians have the sum-total of information necessary, or knowledge required—I am informed that that suffering would only be temporary, it would not last long, and it is essential for us, I believe, in the matter of our immense forest resources, that we should jealously guard for ourselves everything that can be made out of those resources and not allow men, who at the present moment have little need for our assistance, to keep for themselves a large share of that profit which properly belongs to us. (Applause).

Going perhaps a little lower down, if I may use that expression, and speaking for my own Province, I was glad that my friend, the former President, referred also to the tobacco industry. You know that in our Province we attach a great value to that industry. What particularly struck me in the remarks that were laid before you by Mr. Rolland, was the undoubted fact that what we require for the progress of that most lucrative industry for our agricultural classes in many of our counties in the Province of Quebec, is the creation of foreign markets. That is what we want in order to give, in these vast agricultural plains that we possess, the proper impetus to an industry which is, I assure you, one destined to be prosperous in this Province and in the Province of Ontario. Indeed, Mr. President, what we require is a constant vigilance exercised upon our tariff, to draw from the enormous resources of this great and boundless country everything that we can draw for the Canadian people; to see to it that every protection is given, adequate, complete and sufficient, to every industry which we may develop in this country, and to create, for in that respect we are lacking, markets, foreign markets, proper markets, in our own home country of England, for these great resources. In the immediate future, the care of politicians, that to which they are brought up, for which they have the necessary qualifications, is to open to our great country the markets of the world that are ready for them.

Gentlemen, I am very glad to hear from both my neighbors, past Presidents, in this useful and beneficent Association, that it is prosperous, that it has made progress. You can enlighten us, you can give us public men the proper direction. You are patriotic, you are not swayed by political passion; what you love is the progress of this country; inspire us, guide us, and you will always find us ready to adopt and to carry out that which is just and reasonable, and which comes from such an important Body as yourselves. (Applause).

The President: The next toast is that of the Provincial Legislatures of Canada, coupled with the names of Mr. Hendry and Sir L. Gouin.

The Provincial Legislatures.

Mr. Hendry: The time is very short, and Sir Lomer has to leave in fifteen minutes, so we will have to give the time

all to him, therefore I need not make any comments on the subject of this toast. I hope he will discuss the subject of technical education to some extent, together with such other matters as come before his attention. If something is done along that line by the Provinces, the Dominion will soon fall in line. We will now drink the toast of the Provincial Legislatures.

The toast was drunk with much enthusiasm.

Sir Lomer Gouin.

Sir Lomer Gouin: Mr. Chairman and gentlemen, I am indebted to your Association for this kind invitation that has given me the pleasure of finding myself once more for a few hours with gentlemen possessing to a very high degree the chief qualities of a progressive democracy; men of a very intelligent and fruitful energy. In responding to the invitation so cordially extended to me now, I feel most happy, gentlemen, to have this opportunity of expressing to your it is one that deserves all praise and encouragement, and Association my esteem for the very good work that you have been carrying on in this Province and in this country for



SIR LOMER GOUIN.

many years. Without seeking to decrease the importance of a good and prosperous country, we cannot but realize the great boon involved in active trade and in active industry. We all admit that commerce and industry are daily becoming indispensable factors in this world. We see that our commercial transactions are increasing daily; we see that our industrial activities are also developing; but we find at the same time that competition is becoming more and more keen, and in these conflicts of peace, as in those of war, victory always rests with those best equipped. It is, we understand, to procure such a victory that your Association has been formed, and that you now work hand in hand to consider the means of assuring the success of national industries. Your work, Mr. Chairman and gentlemen, is a patriotic one, it is for that reason that the Provincial Government of Quebec, which is always disposed to further all progressive developments, is most happy to second your efforts. We cannot forget that you were the first in this Province of ours to represent to us the very great importance of giving to our young men who intend to take up industrial arts, an education that will train them for all the callings they propose to follow,

and to supply them with the means of acquiring a more general knowledge, a more developed practical knowledge and a greater practical ability; and it is in answer to your demand, gentlemen, manufacturers, it is in answer to a need that was well known in this Province, as it was known in the other Provinces, that the Quebec Government decided to create and to maintain in this Province of Quebec modern technical schools. (Applause). Sir Wilfrid Laurier, who spoke before me, told you that he was in a position which prohibited him from making any promises. I am not in such a condition [We have no promises to make now; we are trying to realize what we have promised; and for years we have been telling the citizens of this Province of Quebec that if we were maintained in power we would give to our population a perfect system of technical education. We are now spending one million dollars to create such schools in Quebec and in Montreal, and I may say in your presence, Mr. Chairman, and in the presence of you all, gentlemen, that if one million dollars is not enough we are prepared and in a position to spend another half million; and if it is necessary, to spend two million dollars, to spend three million dollars to have in this Province of Quebec a perfect system of technical education.] The Government of Quebec will give it willingly. (Applause).

We know that we have been blamed, in certain quarters, that by so doing, that by helping the development of technical teaching in the Province of Quebec, we were working to the detriment of the inhabitants of the rural districts. Gentlemen, I must say that the Government has no apology to offer to the farmers for helping the development of such teaching, any more than we have to offer an apology to the residents of the cities for the good work that we have been trying to do for the development and progress of the primary schools in the rural districts. On the contrary, the Government of Quebec are trying to do both at the same time. The Government of Quebec will glory in this fact, that we have been the first of all the Provincial Governments in this Dominion to aid the creation of such teaching, where our young men will find a fitting and adequate preparation for their future duties, for their future tasks, and will be in a position to work for the aggrandizement of their country in the eyes of the world, to the extension of our industries and to the increasing of our prosperity.

A Rich Province.

Mr. Chairman, we have in this Province of Quebec a marvellous land; we have a land rich in minerals, rich in forests, rich in water powers, rich in all resources that strengthen industry and commerce. Our farmers, our manufacturers, our traders have already begun to work this wealthy mine. There is still a very large field open to good will and to activity; all we want to do is to arm our young men for the fray both in industry and trade; all we have to do is to kindle in them the fire of sound ambition; all we have to repeat to them is that it was done by their forefathers, to preach to them the love of work, the love of their neighbor and the love of their country. (Applause). And we will never repeat too often these words of the great Daniel Webster, "If we work upon marble it will perish, if we work upon brass time will efface it, if we build temples they will crumble into dust, but if we work upon immortal minds, if we imbue them with good principles, with the just fear of God and the good love of their fellow men, we will engrave upon those tablets something that will brighten to all eternity." (Applause).

The President: We will now call upon Mr. Dufresne for a song. We very much regret that the Hon. Mr. Graham, who was to reply to the toast of "Transportation," is unable to be with us to-night, but Major Stephens has kindly offered to say a few words in his place after this song.

Mr. Dufresne sang most acceptably.

Transportation.

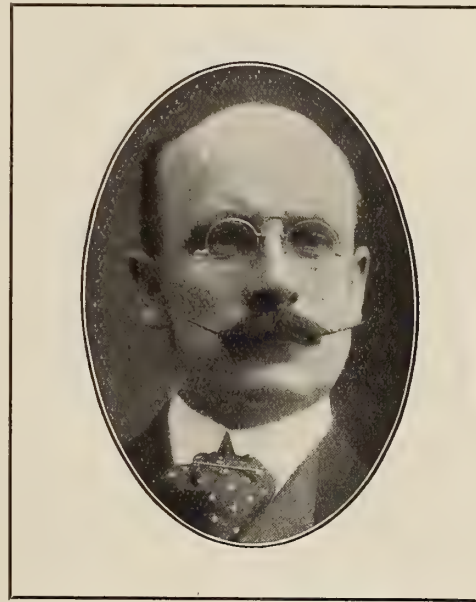
Major Geo. W. Stephens: Mr. Chairman and fellow members of the Canadian Manufacturers' Association, I have been told during your visit to this city that I was not qualified to occupy a position as a member of the Canadian Manufacturers' Association. (Voices, No, no, no.) I took the liberty the other day, notwithstanding that assertion, to wear on my coat lapel the little symbol which I see you are wearing to-night. I did that because I felt that although I am not a journeyman, working day by day at my trade, such as you gentlemen profess to be, we are, in the Port of Montreal, trying to manufacture something which the Canadian Manufacturers' Association and Canadians from Halifax to Vancouver will be proud of. (Applause).

I am an optimist, gentlemen, with reference to the question of the ability of this Dominion to handle its own business through its own territory—(applause)—and in so far as that goes, I am a believer in protection. I want to protect the harbors, and waterways, and railways of this country by joining with my associates to build up at the national port of this country a port that will handle your business more cheaply, more quickly, and with greater safety than can any other port you can send your merchandise to. (Applause). I might mention a gentleman whom I met in the Great West only three weeks ago. This gentleman of whom I speak is a prominent citizen, but he has the misfortune to be equipped with but one leg, the other leg is a wooden one; but when I saw him out in the Northwest, he did not tell me that he lamented his condition in that he had only one leg; he said, "My wooden leg is worth two wooden legs that belong to anybody else." (Laughter). The reason I cite that example is this: I believe we Canadians possess within the boundaries of this country the one great highway of trade that the map of North America reveals, and I believe it is up to us Canadians to invest our money in that route so that it may be equipped and in a position to handle not only our own Canadian business but all the business that our American cousins can send this way. Now, gentlemen, we have for a long time heard of Canadian business going out through American ports. How great a problem that has been in the past let me tell you in a few words. If you take up a statistical book showing the exports and imports of this country published in Europe, and turn to the table of statistics showing the exports from Canada, what do you find? You find in the year 1904 we exported, according to these statistics, four million bushels of wheat. The actual facts were that we exported over forty millions. Why is it that the citizens of Europe, Great Britain, and the Continent, are fed on that kind of literature that makes them believe we are a picayune institution? The reason of it is this that we have largely concealed the real facts about our commerce. We have a great big future in this country, and a great big business to develop in it, and we cannot develop it if we do not bestir ourselves and push our cart a little bit faster than the other fellow. That we have been handling business on its merits through the Port of Montreal in the last few months, the origin of which came from our great neighbor to the south, is evidenced by the fact that up to the 15th day of August, 1908, there passed through the Port of Montreal more wheat than through all the American ports put together. (Applause). Attached to the shipments of that wheat were sent to the markets of the world Canadian certificates of inspection, and those certificates stand like a note of the Bank of England in the markets of the world, and give to the producer of wheat in this country three cents a bushel more, grade for grade, than any other wheat that is bought. Three cents a bushel on this year's crop is three millions of dollars. That three millions of dollars goes into the pockets of the farmer, and after-

wards, when the farmer gets through with it, I hope most of it will go into your pockets. (Applause).

Now, gentlemen, there are three things that the Commissioners looking after the development of your sea terminal in Montreal are trying to do; they are worshipping the trinity of despatch, economy and safety. You have got safety for one thousand miles between Montreal and the sea, testified to by every sea captain that comes up with a ship. We have a wreck occasionally, but what do we do? All our diligent and intelligent newspapers publish a picture broadcast of the ship, take photographs of the captain, go down into the cellar and take the cook, and everybody gets talking about it. What do the other people do? There are more groundings, there are more wrecks on the River Thames in one month than there are on the St. Lawrence in ten years, but you never hear of them. Those people have had long enough experience to know that it is better to let the other fellow find out what is wrong with you instead of going to tell him about it yourself. (Applause).

Now, I say we have got safety on the St. Lawrence, and that has been evidenced by the fact that within the last five



MAJOR G. W. STEPHENS.

years the insurance on hulls and cargo coming up the St. Lawrence has been reduced by one hundred per cent. We have economy in the Port of Montreal, which is evidenced by the fact that one year ago it cost 43 cents a ton to handle every ton of freight coming through the Port, whereas to-day we are doing the business at 22 cents a ton. Up to the 15th day of August we handled in freight 400,000 tons upon which there was a saving of 22 cents a ton, and that saving goes into the pockets of the manufacturers and helps them to buy more products that are produced on the farm. Now, we have despatch, and I am not going to burden you people with any more statistics, but I wanted to make this statement here to-night, because it is a rare occasion. There are two ports in Europe to-day that can handle 10,000 tons of freight, in and out, in 72 hours; there are ordinarily 17 ports that handle 10,000 tons of freight in 14 days; the Port of Montreal this summer has handled on several occasions, 13,500 tons of freight, in and out, in 70 hours. (Hear, hear.) We are doing the business in Montreal on a less capital cost per ton than any port doing a like business in the world. That is a very important statement to make, and I make it after a very careful study of the situation. What I mean by that

is this, that the Canadian people have a smaller capital investment in the Port of Montreal than any other people in any other port that can compare with the amount of business we are doing through the port; and when you get a low capital investment your charges on business must be proportionately low; and if we can furnish to the Canadian people, through their own port, an economical way of shipping their goods, we are going to be able to compete with anybody on the face of the earth. To clinch that good and hard, let me tell you this, that we built in the last four years in the Port of Montreal, fourteen double-decked fire-proof sheds for handling freight; we have paid for those sheds and the piers they stand on, four and one-half millions of dollars. In the Port of New York a year ago they designed a like equipment for a part of their port that cost about twenty-nine millions. If we can do in Montreal for four and a-half millions of dollars what it costs our neighbors to the south twenty-nine millions to do, he has got to borrow twenty-nine millions of dollars to do his work, while we only have to borrow four and a-half millions to do ours, and if that goes on repeating itself, when our port is properly equipped the Canadians will possess the cheapest and finest and best equipped port on the North American Continent. (Applause).

The President called upon Mr. Diplock, who responded with a song.

Mr. Ballantyne: Gentlemen, I don't want you to think I

am going to attempt to make a speech at this late hour of the night, because I am not slated for any such important event, but I think you will all agree with me that I have a very pleasant and important toast to offer you at the present time. We are greatly pleased to have in the chair this evening President R. Hobson, of Hamilton, and I think it is fitting before we close this magnificent banquet that we should fill our glasses and drink to the health of President Hobson.

The toast was responded to by those present, and three cheers and a tiger given for President Hobson.

The President: Gentlemen, Mr. Ballantyne has already reminded you of the lateness of the hour, and I have spoken to you so often since I have been here that I do not intend to make any speech in reply to the very kind manner in which you have drunk my health. I would only say that I do not propose now to make any promises to you as to what I shall do during the coming year. I believe, gentlemen, that if you had not believed that I would do everything I possibly could to further the interests of the Canadian Manufacturers' Association, I would not be occupying this honorable position to-night, and all I can say in conclusion is, gentlemen, that I hope twelve months hence you will be able to say the same to me as you have been able to say of your former Presidents, "Well done, good and faithful servant." (Applause).

Gentlemen, there is nothing now remaining for us to do but to sing as only Canadians can sing, "God Save the King."

THE TORONTO BRANCH MEETING

The first meeting of the new Toronto Branch Executive was held on September 10th, with a very good attendance. Several important subjects which the Branch will take up were discussed and preliminary plans laid. Among these is the application of the special manufacturers' water rate to lithographers, engravers, printers, etc., who are at present refused this rate by the city on the ground that they are not manufacturers.

An effort will be made to have this matter righted, as this class of firms are recognized as manufacturers by the Ontario and Dominion Governments, and by the city in other branches of its administration.

Poor Relief Measures.

In reply to a series of questions presented to the Branch by Controller Spence, Chairman of the City's Special Committee on Relief Measures, the Branch advocated the creation of a central charities commission, with a permanent office and secretary in the City Hall, where a record of all relief granted to the people of Toronto would be on file. It is felt that, with vigorous and careful management, this system would eliminate all possibilities of duplication and fraud, which were so prevalent last year in the administration of relief.

Restrictive City By-laws.

The Branch will, during the coming year, make an effort to amend certain city by-laws which operate severely on Toronto manufacturers. Evidence has been collected which goes to show that several firms have withdrawn from Toronto to locate elsewhere, largely as a result of the operation of certain city by-laws, while many new industries intending to locate in Toronto have gone elsewhere, where they would enjoy more freedom. The Municipal Legislation Committee is mapping out a campaign to remove these conditions, and will report later.

Suburban Train Service.

The following resolution on this subject was unanimously adopted:

"Be it resolved, That the Executive of the Toronto Branch, Canadian Manufacturers' Association, herein endorses the efforts of the Councils of the City of Toronto and various neighboring municipalities to secure a better suburban train service, with commutation rates between Toronto and points within a reasonable distance thereof, and unites with them in urging the railways to give this service, which in its opinion would be profitable to all concerned."

Guelph Trip.

An invitation will be extended to the members of the Branch to visit Guelph and the Agricultural College on the day chosen by the Executive Council for its visit there, probably in October or November, provided the Reception and Membership Committee is agreeable.

DEATH OF MR. W. G. ELLIOTT.

The death occurred, during the past month, of Mr. W. G. Elliott, managing director of the Ontario Portland Cement Company, of Brantford. Mr. Elliott, although only forty-two years of age at the time of his death, had had an extensive and prosperous business career. In Brantford he was recognized as a man of fine abilities, and was a member of the City Council for a number of years. He was a valued member of the Canadian Manufacturers' Association.

The Harris Abattoir Company will build a five-storey addition to their plant on Strachan Avenue, Toronto, at a cost of \$38,000.

REGULATING THE COMMON CARRIER.

WE are fortunate in our system of railway regulation. As long as there have been railways there have been complaints and counter-complaints, and Legislatures have tried every expedient to make the service satisfactory, but, as a general thing, without much success. Such was the condition obtaining in Canada, as elsewhere, when Prof. J. S. MacLean was appointed by the Government a commissioner to devise an equitable plan for adequate regulation. The Board of Railway Commissioners is the result of his report. To him shippers have felt themselves under an especial debt of gratitude, as being directly responsible for the elimination of many unfairnesses and inequalities.

We now find that what undoubtedly operated to the advantage of shippers was no less satisfactory to the railways. Mr. Wm. Whyte, Vice-President of the C.P.R., in an article in the August issue of "Canada West," pays a high tribute to the Canadian system of regulating the railways. It is welcomed by the railways, he says, and has in no way restricted the construction of new lines. After referring to the interesting fact that no country in the world has so great a railway mileage per capita as Canada now has, and that contracts have been let for hundreds of miles of additional tracks, consisting in part of feeders which will suck up and bring to the main lines the crops from the newly developed wheat regions, Mr. Whyte makes the interesting deduction, "You will understand that government regulation is not necessarily a fatal drag on a nation's railway prosperity." To the fact illustrated above, that not only the public, but the railway companies themselves have accepted the Board of Commissioners as an equitable system, is due in no small measure the success which has met that body in the comprehensive and difficult work it has undertaken. Again quoting from Mr. Whyte, "Whenever railway regulation, considered necessary for the public good in Canada, is adopted, there is no cry of 'confiscation' on the part of the railway companies; no much-mooted abstract questions as to the constitutionality of the Act are raised, and no protracted and expensive legislation ensues." And again, "it is to be noted in this connection that when the statute authorizing this Board of Commissioners and defining their immense powers in railway regulation was enacted, it was with the approval and co-operation of most of the Canadian roads."

Of Benefit Alike to Shippers and Railways.

After referring in detail to the wide range of subjects over which the Commission has jurisdiction, embracing the three phases of construction, operation and maintenance, the article gives specific instances of where the railways are themselves protected by the existence of the Commission. And this is as it should be. Shippers, in urging their claims before the Board, can demand only what is legitimately theirs. The granting of this takes away from the railways nothing to which they were fairly entitled.

Nor will anyone question Mr. Whyte's statements of the immense value of railways to a country. They are, as he well says, essential to the opening up of new territory. In particular, the company with which he himself is so intimately connected has gone far beyond the requirements of a common carrier in assisting and directing farmers in the working of their lands. The C.P.R. has been a great colonizing organization. Every possible co-operation is given to enable the settler to get the most possible out of the soil. The Dominion Government, the Provincial Governments, and the railways each endeavor to bring to the cultivator of the soil definite information of seeds, methods of cultivation, care of crops, etc., etc. Seeds are sought

which are best for the soil and climate. These are brought in and given to the farmer almost without financial consideration. He is shown how to plant the seed and how to care for the ground. Special trains have been sent through the country with seeds and with instructions.

Nothing is left to chance. Organized effort eliminates risk as nearly as the enormous resources at the disposal of the Government and of the railroad can accomplish it. The aim is to make profitable crops a certainty in Western Canada.

Persecuting Business Firms.

The following extract from a Montreal paper reveals a scheme which, if carried into different spheres of business life, might cause much annoyance and considerable loss. It is made possible by the pernicious principle of paying informers a part of the fine upon the conviction of the victim. The time may have been, in the earlier stages of our civilization, when such payments were necessary for the proper enforcement of justice. Such is not the case now. We have an elaborate system, extending from an attorney-general to a county crown attorney, whatever their titles may be in the different Provinces. Upon these should rest the prosecution of all offenders against the law. It is time that payments to informers should cease. In the past they have ever been the cause of persecution, annoyances, and perjury.

The article reads:

"Now that evil times are come upon the loan sharks, they have to turn their eyes towards other victims to pluck. The latest game of the Croysdill-Craig-Tapley-O'Brien outfit is the *qui tam* action. Certain penalties are provided for firms and companies which fail to register when they start business, or carry on business more than thirty days without such registration. Frequently firms neglect to comply with this requirement, but they are generally brought to book by the officers of the Quebec Government. There is another way, however, and that is by means of a *qui tam* action, in which a private party brings suit to recover the penalty provided, the private plaintiff getting half the amount of the penalty.

"Croysdill has been searching out companies that have been lax in this respect. Through his lawyer, H. D. Matheson, he brought suit some days ago against the Rail-Joint Company for a penalty of \$4,000. Mr. Martin Honan, K.C., however, appeared for Croysdill throughout the proceedings. Messrs. Claxton & Ker, on behalf of the company, deposited the amount of the penalty and costs in court, where Croysdill was right on hand."

A Book on Sewerage and Sewage Disposal.

"Main Sewerage and Sewage Disposal," by T. Aird Murray, C.E., is the title of a brochure which has just been issued by The Canadian Engineer, Toronto (price 25 cents), being a reprint of an article appearing in recent numbers of that paper. Mr. Murray is well competent to discuss these important subjects. He has a practical knowledge of the methods adopted by older countries, extending over many years. The scope of the book is indicated by the subjects of its five chapters: "The Necessity of Good Sewerage and Sewage Disposal," "Points in a Main Sewerage System," "Evolution of Sewage Disposal and Remarks on Bacteriological Filtration," "A Scheme for a Small City," and "Hints on Administration." To those who are interested in the subject, and that should include all good citizens, the 48-page discussion by Mr. Murray should prove of high value.

The Place of Electric Smelting.

"In view of the many recent attempts that have been made to employ electrical energy instead of fuel for the smelting of iron ores," said Dr. A. Stanfield, of Montreal, in discussing smelting possibilities, at a recent convention of the Mining Institute, "it appears worth while to indicate what can probably be accomplished in this direction, the matter in which the successful results can be obtained, and the advantages and drawbacks of the electrical process.

"The electrical furnace possesses certain advantages over the blast-furnace, which in some cases may over-ride the high cost of electrical power. One is its ability to use without much trouble ores of a sandy or powdery character. This ability depends upon the absence of a blast in the electrical furnace. In the blast furnace powdery ores are liable to be blown out of the furnace by the blast, or it obstructs the passage of the blast through the furnace. In the electric furnace there is no blast introduced, and these difficulties are less serious. Another advantage of the electric furnace is in regard to the smelting of titaniferous and other difficultly fusible ores. In the blast-furnace these ores are liable to give trouble on account of the slag becoming pasty, but in the electric furnace it is possible to obtain a higher temperature and thus to overcome any difficulty of this kind. The high temperature which can be obtained in the electric furnace is advantageous in regard to the treatment of sulphurous ores. In the iron blast-furnace, the sulphur contained in the coke or the ore is prevented from entering the pig-iron by the presence of lime and by maintaining strongly reducing conditions in the furnace; the lime then forms calcium sulphide, which passes into the slag. In the electric furnace it is possible to obtain higher temperatures, thus enabling a larger proportion of lime to be used, and even more strongly reducing conditions to be obtained than in the blast-furnace. Large amounts of sulphur can, therefore, be eliminated in the electric furnace, as has been shown in the experiments at Sault Ste. Marie."

The Strength of Buildings.

What is the effect of rust on the steel frames of the big buildings of the present day? The question is one which is attracting much attention on the part of engineers and architects. That there is no danger if proper precautions are taken is the opinion of a contractor who has made a close and exhaustive study of steel-frame structures which were wrecked by the San Francisco earthquake. The results of his investigations are summed up in the following observation:

1. A steel frame, properly painted and buried in masonry, will not rust enough in thirteen years to affect its strength any measurable amount.

2. The better the steel is coated with mortar the less it will rust.

3. Portland cement is better than lime mortar for imbedding steel to prevent it from rusting.

4. Unpainted iron rods buried in mortar composed of lime and a large proportion of Portland cement rust very little, certainly not enough to impair their strength.

5. Columns should be of such cross section that they can be thoroughly imbedded in Portland cement, avoiding a hollow column, unless latticed and filled with very soft concrete.

6. Wherever possible, preference should be given to those shapes of steel that present the least surface to the action of rust.

7. If steel is not thoroughly cleaned from rust before it

is painted, the paint will not greatly retard the progress of rust.

8. It is much easier to cover steel thoroughly with concrete than with brick masonry. If brick masonry is to be used, the bricklayer should thoroughly plaster the steel work ahead of the brick work.

9. The quality of the paint used, though important, is not so important as surrounding every part of the steel with Portland cement.

10. Interior columns do not rust as much as exterior columns.

11. Cinder concrete does not injure to the slightest degree a steel floor beam that has been painted.

12. No pipes or wires should ever be placed behind fire-proofing, as they will buckle from the heat and push off the fire-proofing.

13. This building probably could have been saved intact if it had had fireproof exterior door and window frames, with wire glass and an emergency water tank on the roof.

14. Terra cotta blocks are not as good as concrete for fireproofing interior columns, nor do they protect the steel from rusting as well as does Portland cement concrete.

15. Neither marble nor any of the well-known kinds of plaster will withstand heat. There is a tremendous demand for some durable material that can be worked as easily as can wood or plaster, but which will resist great temperature.

Limitation of Provincial Charters.

An interesting and far-reaching judgment was recently rendered by the Supreme Court on the question of legality of business transacted by a company operating under a provincial charter outside the province in which it obtained its charter. The C.P.R. took action against the Ottawa Fire Insurance Company for a fire loss on its line to St. John, N.B. The action was tried in the New Brunswick courts. The insurance company refused payment of the C.P.R.'s claim on the ground that their Ontario charter did not give them the right to do business outside the Province of Ontario, and consequently the business was illegal. The New Brunswick courts decided in favor of the insurance company and dismissed the action of the railway. Appeal was taken to the Supreme Court, where the judgment of the lower court was sustained. The judgment of the Supreme Court "held that a company incorporated by the Legislature of a Province is not capable of carrying on its business beyond the limits of such Province. Sub. Sec. 11 of Sec. 92 B.N.A. Act, 1867, empowering a Legislature to incorporate 'Companies for provincial objects,' not only creates a limitation as to the objects of the company so incorporated, but confines its operations within the geographical area of the Province creating it. And the possession by the company of a license from the Dominion Government under 51 Vic. ch. 28 (R. S. 1906, ch. 34, Sec. 4), authorizing it to do business throughout Canada, is of no avail for the purpose." This decision is one which affects a very large number of companies operating under provincial charters and doing business in other provinces under licenses. According to the above decision companies in the position of the Ottawa Fire Insurance Company have no legal standing outside the province creating them, and are liable to be taken advantage of by anyone with whom they do business. The remedy seems to be the taking out of the Dominion charters, which would remove all doubt.

A temporary bridge may be erected on Yonge Street, Toronto, over the railway tracks, at a cost of about \$29,000, to give protection until the viaduct question is settled.

AMONG THE INDUSTRIES

ONTARIO.

A new school building will be erected in Port Stanley.

The Ottawa Hunt Club will build a \$20,000 club house in Ottawa.

Alterations will be made in the Ottawa City Hall, at a cost of \$50,000.

The John King Company will build a \$10,000 warehouse in Fort William.

The Kaufman Rubber Company are building a cement factory in Berlin, Ont.

The Government will build an armoury at Niagara Falls, at a cost of \$40,000.

The Spirrella Manufacturing Company have built a new factory at Niagara Falls.

The Imperial Oil Company at Sarnia will enlarge their plant, at a cost of \$250,000.

Sarnia, Ont., will expend a large sum on a new heating system in the Collegiate Institute.

The Stratford Manufacturing Company will build a two-storey factory in Stratford at once.

The Dominion Telephone Manufacturing Company may build a factory at Waterford, Ont.

The Renfrew Knitting Company have been incorporated; head office, Renfrew, Ont.; capital, \$50,000.

A \$11,000 Sunday school building will be erected in Peterborough by the trustees of the Methodist Church.

A new collegiate institute is under consideration in Brantford. If built, it will be a sixteen-room structure.

Plans are completed for the new Whitman & Barnes factory in St. Catharines, to replace the one recently burned.

The Bank of Montreal will build a new branch building at Stirling, Ont. Peden & McLaren, Montreal, are the architects in charge.

A new Methodist church will be erected in St. Thomas, at a cost of \$30,000. J. L. Wilson, Son & Arnold, Chatham, are the architects in charge.

D. S. McMullen, Chatham, is representing some American capitalists who propose building a factory some place in Ontario.

The Lincoln Paper Mills Company, St. Catharines, have purchased the building of the Canadian Cotton Company, near that city.

The Ontario Silica Company, Ltd., have been incorporated; head office, Windsor, Ont.; capital, \$100,000. C. E. Green, Windsor, is a director.

The Canada Metal Company, Toronto, has taken out a permit to erect a factory building on Fraser Avenue, to cost \$12,000.

The Smith's Falls Pressed Brick Company, of Smith's Falls, Ont., have been incorporated, with a capital stock of \$75,000.

Canadian Flax Mills, Ltd., has been incorporated, with a capital of \$1,000,000; head office, Toronto. W. E. L. Hunter, Toronto, is solicitor.

The People's Brewery, Ltd., Hamilton, have been incorporated; head office, Hamilton; capital, \$250,000. W. H. Yates, jr., is a director.

A serious fire in the tannery of H. B. Johnston & Co., River Street, Toronto, caused a loss of \$100,000 recently. The building and plant were completely destroyed.

Mr. W. Stark, secretary-treasurer of W. H. Storey & Son, Ltd., of Acton, has resigned his position. Mr. Stark has been with Messrs. Storey for over twenty-three years.

The Sunbeam Incandescent Lamp Company, who are just completing a factory in Toronto, have acquired additional land whereon to build an additional building. Work will commence by Dec. 1.

The London Pork Packing Company, who were burned out recently in that city, are considering the advisability of locating in Chatham. The latter city is making every effort to secure the industry.

The mills of the Lehigh Portland Cement Company, at Belleville, Ont., are now in full operation. This plant is second to none on the whole continent in completeness of equipment. It is now operating at a high capacity.

A charter has been secured for the Canadian Flax Mills, Ltd., a company with head offices in Toronto. The capitalization is placed at a million dollars, and the provisional directors are D. F. Keith, A. P. Campbell, A. F. White, W. E. L. Hunter, and E. B. Ross.

The Hoop-Spring Cushion Tire Company, Ltd., has been incorporated, to manufacture wheels and tires for automobiles, carriages, etc. The capital stock is fixed at \$150,000, and the head office at Toronto. A. H. Britton, Toronto, is solicitor.

The Canadian Barrel, Handle and Veneer Company, Ltd., has been incorporated, with a capital of \$50,000; head office, Toronto. The company will manufacture handles and a patent collapsible barrel package and cheese box. Mark Armstrong, Markdale, Ont., is organizing the company.

It is announced that an option has been given to New York parties on 78 acres adjoining the Saginaw Salt and Lumber Company's premises, at Sandwich, and on what is regarded as good authority that blast furnaces will be started by people in close touch with the Steel Trust. The land is being held at \$60,000, and the option holds good until Dec. 1. It is understood further surveys have been made recently, and that something big is coming after all.

Victoria, B.C., will spend \$150,000 on a sewage system.

M. Bilsky & Son, of Ottawa, have taken out a charter for the manufacture and sale of jewellery and jewellers' supplies. The capital stock is fixed at \$40,000.

The North Lanark Marble and Granite Quarries, Limited, has been incorporated, with a capital of \$150,000. W. H. Wylie, St. Catharines, is a director.

The Standard Milling Company, Ltd., has been incorporated, with head office in Listowel, Ont., and capital of \$40,000 to carry on a flour milling business. George Bray, Listowel, is solicitor.

The American Hard Paperware Company, Ltd., has been incorporated, capital \$300,000, head office Toronto, to manufacture paper boxes, cardboard, pails, bags, etc. James Crawford, Mitchell, Toronto, is a director. solicitor for the company.

A proposition has been made by W. Telfer, proprietor of the British American Hotel, in Kingston, in which he undertakes to build a new hotel, at a cost of \$150,000, provided the city will give him a fixed assessment and guarantee his bonds for \$75,000.

QUEBEC.

The Syracuse Smelting Works of Canada, Montreal, have taken over the business of the Montreal Copper Company.

The Canadian Fairbanks Company have just completed a large new manufacturing establishment at Sherbrooke, Que.

J. H. Waldman & Co. has been incorporated, with a capital of \$140,000, head office Montreal, to manufacture ladies garments and costumes of every kind.

The corporate name of "Amiot, Lecours, and Lariviere, Inc.," has been changed to "Lariviere, Incorporated." Montreal is the place of business of the company.

Incorporation has been granted the Dominion Soda Water Company, who will operate in Montreal, with a capital of \$49,000. Abraham Rudner, Montreal, is a director.

The Fleming Grate Bar Company has been incorporated, with a capital of \$40,000; head office, Ottawa. The company will manufacture grate bars, fuel savers, etc. H. W. Chamberlain, Ottawa, is a director.

The Arbetter Felling Machine Company has been incorporated, with a capital stock of \$400,000, head office Montreal, to manufacture felling and other machinery. Philippe Du-rocher, Montreal, is solicitor.

The Canadian Cigarette Machine Company has been incorporated, with a capital stock of \$100,000, head office Montreal, to manufacture machines for making cigarettes. Errol Laguedoc, Montreal, is solicitor.

Mr. H. D. Ellis, member of the Canadian Institute C.E. and M.I.C.E., London, has been appointed managing director of the London, England, branch of the Syracuse Smelting Works of Canada, whose head office is in Montreal.

It is announced that the Algonquin Lumber Company, a Toronto organization, have purchased the holdings of the Quatsino (B.C.) Lumber Company, and will erect a pulp mill, at a cost of \$250,000.

William G. Gilman, Winnipeg, will build a theatre in that city, at a cost of \$40,000.

An addition will be built to the Cockshutt Plow Company's warehouse at Regina.

New Westminster, B.C., will sell over \$130,000 debentures for various public works.

Cecil B. Smith, Toronto, is preparing plans for an electric light plant for Lethbridge, Alta.

Eighty-five thousand dollars will be spent by the town of Nelson to enlarge the electric power plant.

The Crow's Nest Pass Coal Company will spend \$50,000 in restoring their plant which was destroyed by the recent fire.

A wholesale warehouse will be built by the A. Macdonald Company at Fernie, B.C. W. A. Irish, Winnipeg, is in charge.

The Atlas Elevator Company have been incorporated; head office, Winnipeg; capital, \$500,000. T. L. Metcalfe, Winnipeg, is a director.

MARITIME.

An isolation hospital will be erected at Moncton, N.S.

A post-office will be built at Fairville, N.S., at a cost of \$15,000.

The Seamen's Institute will erect a new building at St. John, N.B.

Fire-escapes and safety appliances will be installed in the schools of St. John, N.B.

A new hospital will be erected at Halifax, N.S. W. H. Brown has prepared the plans.

The municipality of Glace Bay are installing 400 electric meters, and are adding three miles of transmission lines to the system.

F. J. D. Barnjum, of the North River Lumber Company, St. Ann's, N.S., states that plans are under way for the erection of a pulp mill in Cape Breton.

The White Candy Company, of St. John, N.B., are considering an amalgamation with the Imperial Biscuit Company, of Guelph, Ont. In the event of the companies amalgamating the combined plant will be at Guelph.

WEST.

The C.P.R. will build shops and lay out yards in Sutherland, Sask.

The municipality of Fernie will rebuild the plant of the Crow's Nest Electric Light and Power Company's system.

A rural telephone system will be constructed in Saskatchewan, outside of Estevan. W. C. Howland, Estevan, is promoting the enterprise.

A proposal has been made to join Phoenix and Greenwood, B.C., by a tunnel. Surveys are being made. The tunnel would cost about \$3,000,000.

TRADE ENQUIRIES

NOTE.—For further information regarding any inquiry mentioned under this heading or the names of inquiries, apply by numbers to the Secretary, at Toronto.

- 110 Asbestos, Crude and Refined.—A large wholesale firm of mineral product dealers in Antwerp, Belgium, seek the agency of Canadian exporters of these lines.
- 111 Barrel Bungs.—A Hull, England, firm asks Canadian manufacturers to state their lowest prices for barrel bungs, which must be clean cut by machinery (not stamped) to the following sizes: 3-4 inch thick by 2 inches, 2 1-8 inches, 2 1-4 inches, 2 3-8 inches, 2 1-2 inches, 2 5-8 inches, 2 3-4 inches, and 3 inches.

- 112 Boot and Shoe Uppers.—A Manchester firm asks for prices of boot and shoe uppers from Canadian manufacturers.
- 113 Box-boards.—A Manchester firm asks for prices of all sizes of box-boards from Canadian manufacturers.
- 114 Box-boards.—A Lancashire firm of soap manufacturers wishes to obtain c.i.f. prices of well-finished box-boards ex ship to company's steamers at Liverpool from Canadian manufacturers.
- 115 Baker's Flour.—A wholesale importer of German South-west Africa desires to be placed in touch with Canadian exporters and manufacturers of baker's flour.
- 116 Broom Handles.—A Hull firm will consider prices from Canadian manufacturers of broom handles (basswood preferred); sizes: 48 inches by 1 inch, 51 inches by 1-16 inch, 51 inches by 1 1-8 inch.
- 117 Box-boards.—A Derbyshire firm asks prices of box-boards from Canadian manufacturers.

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1871

INCORPORATED
1904

TORONTO

SARNIA

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Because your automobile is of foreign make you will do the same.

Manufacturers especially know the sound sense of buying machines that are made in Canada.

This is important, but it is only one reason why you should buy a 1909 RUSSELL. You save 35 per cent. duty, and as for the car itself — ! Every RUSSELL car is the product of the best material and the best brains that money will buy, built expressly for Canadian roads by men who know what those roads are.

Until you see a 1909 RUSSELL you cannot know what is possible for your money. Send for our catalog—interesting—finely illustrated.

1909 MODELS

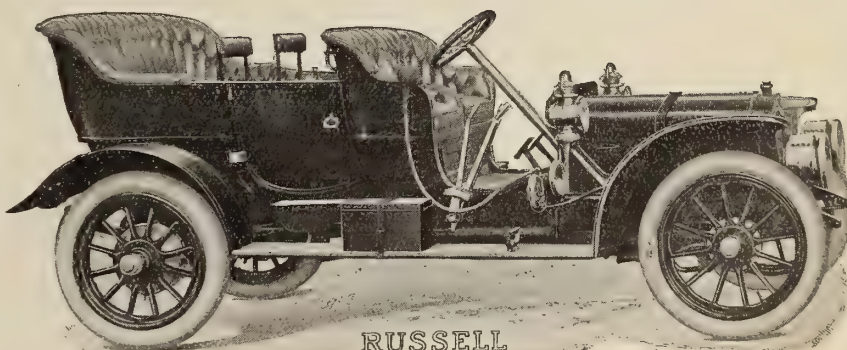
- Model G. Two cylinder, opposed, 18 h.p., \$1,600
 Model G. Runabout, Two cylinder, opposed, 18 h.p., \$1,550.
 Model L. Four cylinder, vertical, 24 h.p., \$2,000
 Model L. Runabout, four cylinder, vertical, 24 h.p., \$1,950.
 Model H. Four cylinder, vertical, 30 h.p., \$2,500
 Model H. Roadster, four cylinder, vertical, 30 h.p., \$2,500.
 Model K. Four cylinder, vertical, 50 h.p., \$4,500
 Model K. Roadster, Four cylinder, vertical, 50 h.p., \$4,500.

Canada Cycle & Motor Co.,

Limited

WEST TORONTO, CANADA

Ottawa Montreal Toronto Hamilton
 Winnipeg Vancouver Melbourne



Model "K"

- 118 **Broom Handles.**—A Manchester firm asks for — prices of the cheapest quality of broom handles from Canadian manufacturers.
- 119 **Broom Handles.**—A firm of general importers in the English Midlands would like to hear from Canadian manufacturers of basswood broom handles, of which they are large buyers.
- 120 **Broom Handles.**—A firm of general importers ask Canadian manufacturers to state their lowest prices for shipments of 52-inch basswood broom handles into Manchester.
- 121 **Canned Fruits.**—A well-established firm of foreign produce importers in the County of Durham would be interested in hearing from Canadian canning companies supplying miscellaneous canned fruits, etc.
- 122 **Canned Fruits.**—A wholesale importer of German South-west Africa desires to be placed in communication with Canadian manufacturers and exporters of canned fruits.
- 123 **Canned Goods.**—A Cape Town commission agent with several years' experience in South Africa desires to be placed in touch with exporters of Canadian canned goods.
- 124 **Canned Fruits.**—A firm of produce importers in the North of England largely interested in Californian canned fruits would be similarly interested in receiving sample tins from Canadian manufacturers of this produce.
- 125 **Canned Pears.**—A Manchester firm requests quotations for canned pears from Canadian exporters.
- 126 **Canned Provisions.**—A London, England, firm of importers of canned provisions (established 1843) will be interested in hearing from Canadian shippers of suitable lines.
- 127 **Card Fillers.**—A Lincoln firm is open to purchase card fillers for egg cases.
- 128 **Canned Fruit, Fish, Lobster, Evaporated Fruits, Etc.**—A Brussels, Belgium, firm of wholesale grocers, brokers, etc., seek Canadian agencies for these lines, and claim that they can do first-class business.
- 129 **Card Board.**—An Ontario manufacturing firm desires to get in touch with manufacturers of board suitable for cereal food and cigarette boxes, etc.
- 130 **Carriage Hardware, Woodenware, Leathers, Etc.**—The principal of the largest firm of wholesale dealers in these goods in Sydney, Australia, is in Canada now, with a view to establishing connections with responsible houses. Will call personally on firms interested. References first-class, and the firm is unquestionably one which can do good business for Canadian houses. Anything in the carriage line will be handled.
- 131 **Cheese.**—A South African importer and general agent desires to be placed in touch with exporters of Canadian cheese; prices to be c.i.f. Cape Town and Durban. Cash against documents at port of shipment.
- 132 **Clothes Pegs.**—A Manchester firm desires to obtain prices of clothes pegs from Canadian manufacturers.
- 133 **Clothes Pegs.**—A firm of wholesale general merchants ask for prices for c.i.f. shipments to Liverpool from Canadian manufacturers of clothes pegs, which they at present buy in lots of 500 boxes, each box to contain five gross.
- 134 **Condensed Milk.**—A Hull, England, firm makes enquiry as to the prospects of securing supplies of 16-oz. tins of full cream condensed milk from Canada.
- 135 **Corundum Wheels.**—A Birmingham firm is open to purchase corundum wheels.
- 136 **Cow-tail Hair.**—A well-established Leeds merchant firm dealing extensively in all classes of hair asks for samples, together with prices, of cow-tail hair from Canadian shippers, for which a good outlet is reported.
- 137 **Dried Codfish.**—A Cardiff, Wales, importer is anxious to hear from Canadian shippers of dried codfish which he can place orders.

TO THE VARNISH BUYER

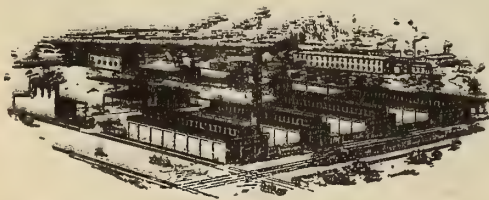
the most serious considerations are quality, reliability and uniformity, and these qualifications are of special importance to the dealer who is trying to build up a permanent varnish trade.

Berry Brothers' label or brand may be safely relied upon as ensuring the above conditions.

Our varnishes are the safest goods to handle and the surest and most reliable goods to use.

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OF ALL KINDS

**COMPLETE POWER
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STEAM, GAS OR ELECTRIC

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Steam Shovels
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COMPANY, LIMITED

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MONTREAL - - WINNIPEG

HALIFAX - - VANCOUVER

OTTAWA - - ROSSLAND

- 138 **Evaporated Fruits.**—A firm of colonial merchants and distributors (established 60 years), with old-established connections between Newcastle and Peterboro', ask for samples of evaporated apples, apricots, and other fruit, with prices, for direct shipments to Hull, England.
- 139 **Flour.**—A South African importer and general agent desires to be placed in touch with exporters of Canadian flour; prices to be c.i.f. Cape Town and Durban, cash against documents at port of shipment.
- 140 **Flour.**—A Port Elizabeth broker, commission, produce, and forwarding agent, established in 1880, with branches in Cape Town, East London, and Durban, desires to be placed in touch with commission merchants and exporters of flour.
- 141 **Farming Specialties.**—A Sheffield firm are largely interested in specialties as sold to agricultural implement jobbers, more especially improvements in the parts or accessories of farm implements, and would like to hear from Canadian firms producing same.
- 142 **Furniture.**—A Port Elizabeth broker, commission, produce, and forwarding agent (established in 1880), with branches in Cape Town, East London, and Durban, desires to be placed in touch with commission merchants and exporters of Canadian house, office, school, and church furniture.
- 143 **Furniture.**—A wholesale importer of German South-west Africa desires to be placed in communication with Canadian manufacturers and exporters of furniture.
- 144 **Freight Elevator Gates.**—Vancouver, B.C., firm of contractors are in the market for automatic gates for freight elevators.
- 145 **Hammer Handles.**—A North of England firm, regularly buying supplies of hickory hammer handles from United States sources would be similarly interested in hearing from Canadian manufacturers. Handles should be of good grain and quality, in sizes of from 14 inches, rising every two inches up to 42 inches in length.
- 146 **Handles.**—A Manchester firm asks for prices of hay-fork and all other handles from Canadian manufacturers.
- 147 **Leatherboards.**—A Liverpool firm asks for samples and prices of leatherboards from Canadian manufacturers.
- 148 **Leather Insoles.**—A Manchester firm asks for prices of leather insoles from Canadian manufacturers.
- 149 **Lumber.**—A Port Elizabeth broker, commission, produce, and forwarding agent (established in 1880), with branches in Cape Town, East London, and Durban desires to be placed in communication with commission merchants and exporters of all kinds of Canadian lumber.
- 150 **Machinery.**—A firm in the Argentine Republic desires to secure the agency of some Canadian manufacturers of agricultural, industrial, and electrical machinery.
- 151 **Manufacturers' Agent.**—A Georgetown, British Guiana, firm of general manufacturers' agents seeks Canadian connections in any lines.
- 152 **Manufacturers' Agent.**—A well-known Liverpool, England, firm of manufacturers' agents are open to represent shippers of Canadian products.
- 153 **Manufacturers' Agents.**—Well-known firms of wholesale hardware importers and agents in Cape Town, South Africa, are open to represent Canadian exporters of any lines which would sell in South Africa.
- 154 **Manufacturers' Agents.**—Englishman with some years' experience in Canada desires to return to his native country as representative of a first-class Canadian firm. Is open to six or twelve months' engagement, and claims excellent connection.
- 155 **Mangle Rollers.**—The names of some Canadian manufacturers of mangle rollers are desired by a firm of importers in the North of England. Rollers must be sawn down to size, not adzed.

THE AULT & WIBORG CO.,

OF CANADA, LIMITED

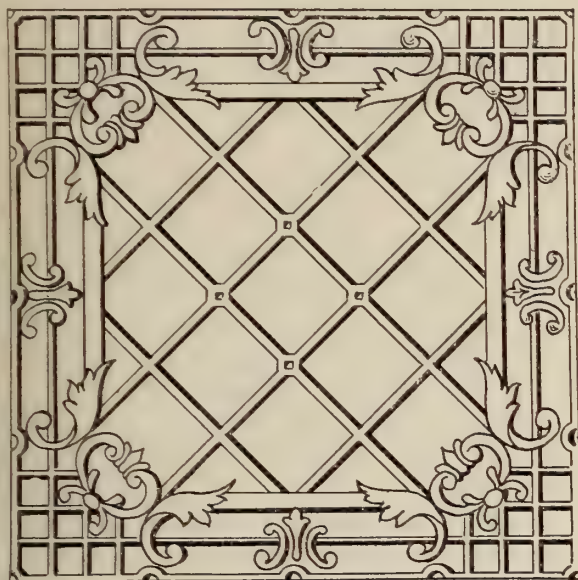
Manufacturers of

High Grade Varnishes and Japans

CONSULTING CHEMISTS FOR VARNISH SPECIALTIES

19, 21 and 23 Charlotte Street, - TORONTO, ONT.

METALLIC CEILINGS



WE HAVE hundreds of artistic designs made from the finest quality of soft steel by skilled mechanics who are experts at the business and who never produce an inferior article. All our ceilings are coated with white zinc enamel. No cheap trash made by us, but we can supply you with reliable, perfect-fitting, easily erected, artistic and exceedingly durable Metallic Ceilings, that will give enduring satisfaction, at prices that are no higher than inferior imitations.

We Also Manufacture

Metallic Shingles, Siding, and Lath, Galvanized and Painted Corrugated Iron, Metallic Cornices, Skylights and Finials, Fireproof Glass Windows and Doors, Sheet Steel Pressed Brick, Rock-Faced Stone Siding, Corrugated Conductor Pipe, Galvanized Steel Eavetrough, Pressed Zinc Ornaments, Diamond, Gothic and Spanish Tiles.

COPY OF TESTIMONIAL

The Metallic Roofing Co., Toronto

Simcoe, Ont., April 9th, 1908.

Dear Sirs,—We have handled your "Eastlake" Shingles for nearly a quarter of a century. They have been on the Court-House, Free Library and other public buildings in this town for 18 years. We have used very large quantities during the past 25 years, and they have always given first-class satisfaction, and have never required any repairs. (Signed)

MADDEN BROS

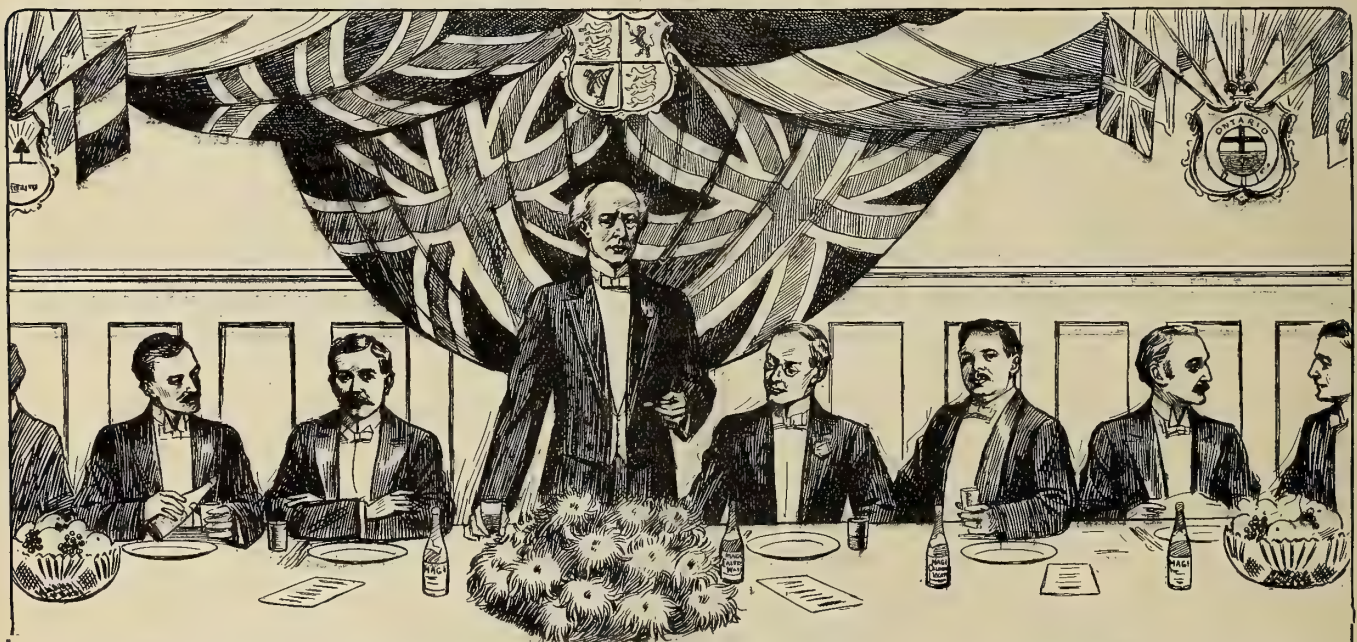
Tinsmiths and Hardware Merchants,

We shall be pleased to quote you prices and submit designs and samples free of charge. Telephone Park 800

Contracts undertaken for material erected if desired. Our workmen are experts, and can be depended upon to do good work quickly and accurately.

The METALLIC ROOFING CO., Limited
 MANUFACTURERS ————— CONTRACTORS ————— EXPORTERS
TORONTO AND WINNIPEG

- 156 **Maple Strips.**—A Hull, England, firm are buyers of prime maple strips in 11-4 and 11-2 by 3, and are anxious to get into touch with Canadian manufacturers, with a view to business.
- 157 **Mill Feeds, Paper and Jute Flour Bags, Etc.**—A manufacturers' agent in Liege, Belgium, is open to represent Canadian exporters of these lines.
- 158 **Metal Sheep Tags.**—A Cape Town, South Africa, produce broker is in the market to purchase metal tags for use as sheep tickets from Canadian manufacturers.
- 159 **Navy Pick Handles.**—Enquiry has been made for Canadian shippers to the English market of prime quality navy pick handles (hickory), in sizes of 36 inches, 39 inches, and 42 inches.
- 160 **Nickel, Cobalt, and Copper Ores.**—Enquiry has been received from a correspondent in the West of England for the names of Canadian exporters of nickel, cobalt, lead, silver, antimony, and copper ores; also refractory copper ores not treatable by ordinary methods of smelting.
- 161 **Oatmeal, Quaker Oats, and Rolled Oats.**—A South African mercantile broker and commission agent, prepared to furnish satisfactory references, desires to be placed in touch with Canadian exporters and manufacturers of oatmeal, Quaker oats, and rolled oats.
- 162 **Offals.**—A Liverpool firm asks for prices of mill offals from Canadian millers.
- 163 **Pine Lumber, Sawmill Machinery, and Saws.**—A Madras, India, firm of wholesale timber merchants are in the market to purchase these materials of Canadian manufacture; references.
- 164 **Rolled Oats.**—A London firm are purchasers of rolled oats, and invite quotations and samples from Canadian producers.
- 165 **Rolled Oats.**—Particulars of openings for the sale of rolled oats in Great Britain may be secured at this office.
- 166 **Salmon and Canned Goods.**—A Port Elizabeth broker, commission, produce and forwarding agent (established in 1880), with branches in Cape Town, East London, and Durban, desires to be placed in touch with commission merchants and exporters of salmon and canned goods.
- 167 **Scrap Copper, Engraving Plates, Etc.**—A metal broker in Birmingham, England, is open to purchase ton lots of scrap copper, such as engraving plates, etc., from Canadian shippers. Is also able to sell tin plates to Canadian buyers.
- 168 **Scythe Snaths.**—A Manchester firm asks for prices of scythe snaths from Canadian manufacturers.
- 169 **Standard Copper.**—A Manchester firm wishes to correspond with Canadian producers of standard copper.
- 170 **Tanning Extracts.**—Enquiry is made by a North of England firm for Canadian manufacturers of tanning extracts. Guaranteed particulars of strength and colour are desired for extracts from pure hemlock and pine combined.
- 171 **Western Representative.**—A well-known Winnipeg manufacturers' agent is open to represent one or two good Eastern firms; references.
- 172 **Winter-cut Basswood.**—A Liverpool firm asks for prices of winter-cut basswood from Canadian shippers of same.
- 173 **Windmills, Air Motor Pumps.**—Particulars of an opening in Turkey for the sale of windmills and pumps have come to this office. The secretary is in a position to name an agent who might look after the sale of Canadian products there.
- 174 **Whisks.**—A Walsall firm wishes to buy large quantities of Canadian small hand whisks.
- 175 **Wood-pulp, Asbestos, and Mica.**—A Paris agent desires to represent in France Canadian exporters of wood-pulp, asbestos and mica.



Over 300 Canadian Manufacturers attended the Annual Banquet at the Windsor Hotel, Montreal.
476 bottles of sparkling MAGI WATER were consumed by the banqueters.

"MAGI" HAS THE CALL—THAT'S ALL.

Bottled at the springs in sterilized pints and splits (aerated) and half-gallon bottles (still).

The Caledonia Springs Co., Limited, Caledonia, Springs, Ont.
TORONTO DEPOT: 36 King St. East. Main 4399.

FREYSENG CORK CO.

LIMITED

TORONTO - MONTREAL



*Toronto Factory :
Queen and Sumach Streets
Toronto, Ont., Canada*



*Montreal Factory :
655-661 St. Paul Street
Montreal, Que., Canada*

MANUFACTURERS AND IMPORTERS OF

**MACHINE
CUT**

CORKS

**HAND
CUT**

Corking Machines Capsule Machines
Bottle Capsules Bottle Baskets Bottling Wire
Sealing Wax Tin Foil---Plain and Colored
Straw Covers Cork Life Preservers

AGENCIES

WINNIPEG, MAN.,
J. M. SCOTT.
VANCOUVER, B.C.,
W. E. NORRIS.
CALGARY, ALTA.,
R. G. BEDLINGTON & CO.

QUEBEC, P.Q.,
M. TIMMONS & SON.
ST. JOHN, N.B.,
A. S. BOWMAN.
CHARLOTTETOWN, P.E.I.,
H. STANWAY.

HALIFAX, N.S.,
H. F. BURTON.
ST. JOHN'S, NFLD.,
P. C. O'DRISCOLL.
OTTAWA, ONT.

- 176 Wire and Nails.—A Port of Elizabeth broker, commission, produce, and forwarding agent (established in 1880), with branches in Cape Town, East London, and Durban, desires to be placed in communication with commission merchants and exporters of plain and barbed wire and nails.
- 177 Wood Gas Blocks.—A Manchester firm asks for prices of wood gas blocks from Canadian manufacturers.
- 178 Woodenware.—A firm of importers and wholesale hardwaremen in the English Midlands are large buyers of pastry boards, navvy barrows, washboards, and similar kinds of Canadian woodenware, and wish to get into communication with a reliable manufacturer.
- 179 Wooden Spades.—A firm of general merchants and importers invite prices and particulars from Canadian manufacturers open to lay themselves out to supply a demand for children's cheap seaside wooden spades. Shipments c.i.f. Manchester.
- 180 Woodenware.—A firm of general smallware importers in the North of England wish to hear from Canadian manufacturers supplying suitable lines for a general bazaar trade, such as wooden toys, fancy goods, and household woodenware, and requisites of the cheapest description.
- 181 Wood Skewers.—A firm of general merchants and importers would like to receive samples of wood skewers from Canadian manufacturers, together with prices, for shipments to Liverpool.
- 182 Wrapping Paper.—A Lancashire firm requests samples and prices of all classes of wrapping paper from Canadian manufacturers.
- Special.—A young Englishman, well recommended, who is able to speak several languages, seeks a position with a first-class Canadian firm in Canada, or will represent a Canadian house on the continent of Europe. Is at present holding a position with the Chamber of Commerce in Amsterdam.

Shipping Tags Invoice Tags

*Strong, durable, well calendered
and attractively printed in two
colors.*

Order Books Delivery Books Receipt Books, etc.

*Two or more copies at one writing.
No carbon leaf to insert.*

Ask
for
Samples
and
Prices

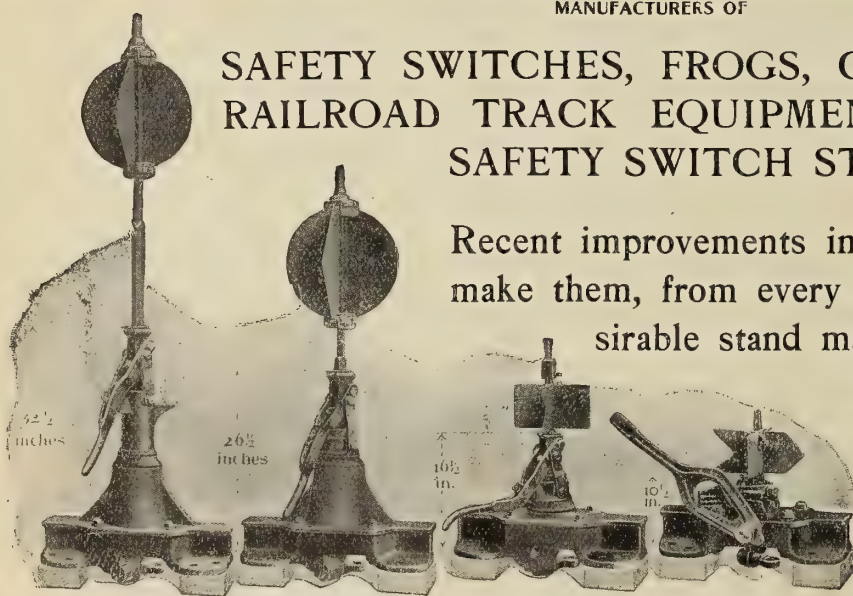
The
Morton Company,
Limited
445-447 King St. West
TORONTO, Canada

Canadian Ramapo Iron Works, Limited

MANUFACTURERS OF

SAFETY SWITCHES, FROGS, CROSSINGS, GENERAL
RAILROAD TRACK EQUIPMENT AND AUTOMATIC
SAFETY SWITCH STANDS.

Recent improvements in the RAMAPO STANDS
make them, from every point of view, the most desirable stand manufactured.



STYLE No. 7

STYLE No. 8

STYLE No. 9

STYLE No. 14

RAMAPO AUTOMATIC SAFETY SWITCH STANDS

WORKS:

NIAGARA FALLS
ONTARIO - CANADA

Scarfe & Co.

BRANTFORD, CANADA

We pay SPECIAL attention to Varnishes for MANUFACTURERS. Our plant is up-to-date in every particular. Our goods are RIGHT and we keep them UNIFORM.

MANUFACTURERS OF

FINE

VARNISHES

Alberta Portland Cement Company Limited

CALGARY, CANADA.

Manufacturers of the famous

"Buffalo Brand Cement"

Unequalled in fineness and
quality. Fully Guaranteed.

Present Capacity 500,000 Barrels Annually

also

The Largest Manufacturers of Pressed Brick
in the Western Provinces, Quality unexcelled.

Write for prices

THE

Linde British Refrigeration Co.

Coristine Bldg. Limited, of Canada Coristine Bldg.
MONTREAL MANUFACTURERS OF MONTREAL

Ice-making and Refrigerating Machinery

For any and all purposes where ice-making and refrigeration is required

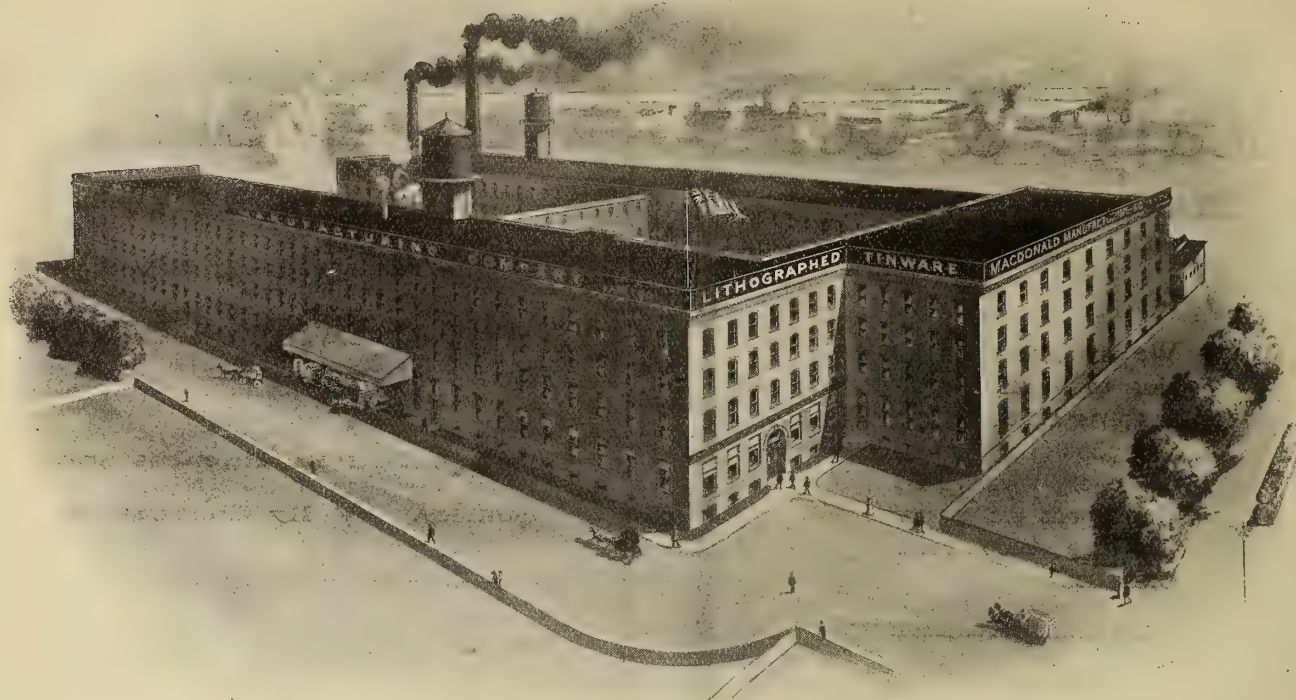
*Buildings and cold stores cooled on the latest and most
approved plans, viz.:*

Pure Cold Dry Air System Expansion Pipe System
Brine Pipe System

OVER 7,000 MACHINES INSTALLED

Ammonia Fittings kept in Stock.

Write for Catalogue



We think quality just as important in tinware as anything else. Compare our goods with others.

MACDONALD MANUFACTURING COMPANY, LIMITED.

PLAIN AND DECORATED TIN BOXES AND SIGNS.

Head Office and Works

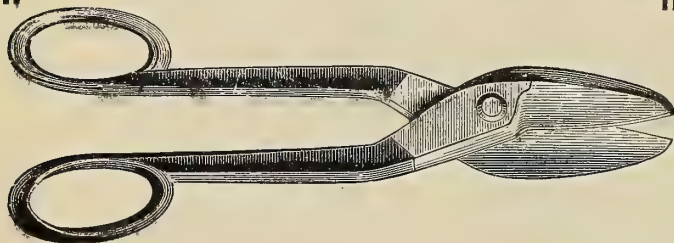
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111 Lombard St.

TORONTO

MONTREAL

WINNIPEG



The Canadian Headquarters for

Tinsmiths Tools

Heavy Sheet Metal Tools

Special Machinery

Presses and Dies

Canning Machinery

is

The Brown, Boggs Co., Limited

HAMILTON, ONTARIO

JAS. PENDER & Co., Limited

MANUFACTURERS OF

WIRE

In Coils and Cut Lengths for Bailing Hay, Pulp, &c.

WIRE NAILS

All kinds. We make a specialty of Bulldog, and Coated Box Nails for Box Making, Crating, &c., also "ACME" Galvanized Nails for Shingling, Roofing, &c. Heavily coated with Zinc making them rust proof.

New Process Horse Nails

Made from Swedish Soft Steel, forged by graduated reduction and finished with Chisel Points, best driving nail made.

TOE CALKS

Blunt and Sharp, Standard Pattern, most popular in America.

ORDERS SOLICITED.

ST. JOHN, N.B., CANADA

ESTABLISHED 1875.

The Boiler Inspection & Insurance Co. of Canada

Canada Life Building - Toronto

*Issues Policies of Insurance after
A CAREFUL INSPECTION OF
THE BOILERS covering LOSS
OR DAMAGE TO PROPERTY
and LOSS RESULTING FROM
LOSS OF LIFE AND PERSONAL
INJURIES. :: :: :: ::*

*Policies Guaranteed by THE
HARTFORD STEAM BOILER
INSPECTION AND INSURANCE
COMPANY. :: :: :: ::*

*Assets for Security of Policy-
holders, \$4,204,886.33. :: ::*

JOHN L. BLAIKIE - - - - President
H. N. ROBERTS - Vice-President and Sec'y
GEO. C. ROBB - - - - Chief Engineer

BRASS

— AND —

BRONZE

CASTINGS

LUMEN

BEARING CO.

TORONTO

BUFFALO

Canada Screw Company

Limited

HAMILTON

Branches : No. 69 Bay Street,
TORONTO

Nos. 446-448 St. Paul Street
MONTREAL

MANUFACTURERS OF

Wood Screws

Machine Screws

Stove Bolts

Tire Bolts

Wire Nails

Tacks

Iron Rivets and Burrs

Copper Rivets and Burrs

Bright Wire Goods

Wire

GLOBE TIME RECORDERS

Rapid - Durable - Legible - Reliable

Made in four sizes—50, 100, 150 and 200 numbers, and in various styles; handshift or automatic, dailies or weeklies, or built to meet your every requirement. We can cover all points.

EXTRA ATTACHMENTS:—Electric bells to ring at designated hours: Red ribbon, working automatically prints all lates, short and overtime in red; all regular time in blue.

SYNCHRONIZING:—From the master-clock we run any number of time-recorders, secondary clock-dials or electric time stamps (for cost purposes), in any part of the buildings.

Your payroll is the largest single item expenditure in your establishment and is, usually, the one expenditure with the least check. Five minutes a day is a small item, but when multiplied by 300 working days and 100 employees, it represents a large loss. We can stop this leak in your profit. Our system of time-recording will do more than this; it will reduce the clerical work in the department fully 50 p.c., and give you an indisputable pay-roll, with all original data, ready for totalling. No recopying necessary; the sheet, ruled to suit your needs, forms your wage-book.

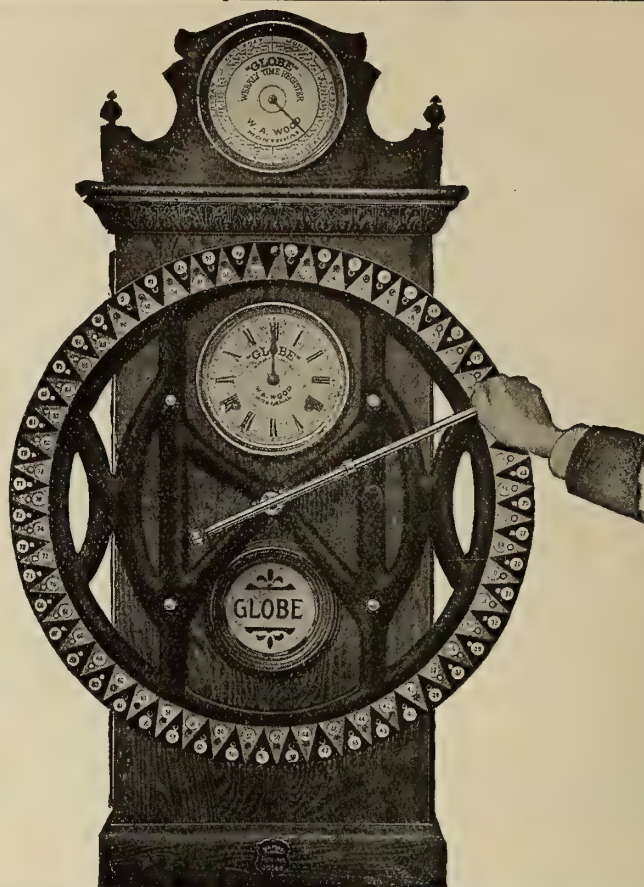
Many firms are using our machines with good results. We are saving them money and can do the same for you. Our experience in this line is at your service. Give us a call and let us "show you."

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SALES OFFICES:

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British Columbia — Frank Darling, Molson's Bank Bldg., Vancouver
New Brunswick — Tilley & Fairweather, St. John



SLEEP

**Is More Important Than
FOOD**



and are good for an ordinary life-time—no cleaning—no repairs.



We are the largest Manufacturers of Bedding in Canada, and protect you by this Trade-mark, which is plainly shown on each, and is

A "MONEY BACK" GUARANTEE

If you don't sleep well, or have that tired feeling next morning, it will pay you to change your present Spring and Mattress for a "Star and Banner."

If your dealer will not supply you, send us a Post-card.

THE ALASKA FEATHER & DOWN CO. LIMITED
MONTREAL

No one can live without sleep for a whole week, while Dr. Tanner and others have fasted forty days.

Restful sleep is necessary to do good work. You can't rest in a hammock or on a spring bed that sags to the centre—your body should be supported throughout, and yet be on a level surface which yields to every move. A

"STAR" Felt Mattress
and a
"BANNER" Spring

fill this bill exactly—will give you comfort and rest—will prevent that tired feeling next morning. The two cost less than a cheap hair mattress,

CANADIAN IRON & FOUNDRY CO.

LIMITED

MANUFACTURERS OF

Castings
of
All Kinds



Car Wheels,
Cast Iron Water and Gas Pipe,
Flanged Pipe, Specials,
Valves, Hydrants, etc.

WORKS AT

HAMILTON, ONT.

ST. THOMAS, ONT.

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MONTREAL, P.Q.

THREE RIVERS, P.Q.

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IMPERIAL BANK BUILDING

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The Hamilton Steel and Iron Co.

Hamilton, Canada

LIMITED

Angles

BAR STEEL

Axles

Washers

BAR IRON

Splice Bars

Bands

R.R. Spikes

OPEN HEARTH STEEL CASTINGS

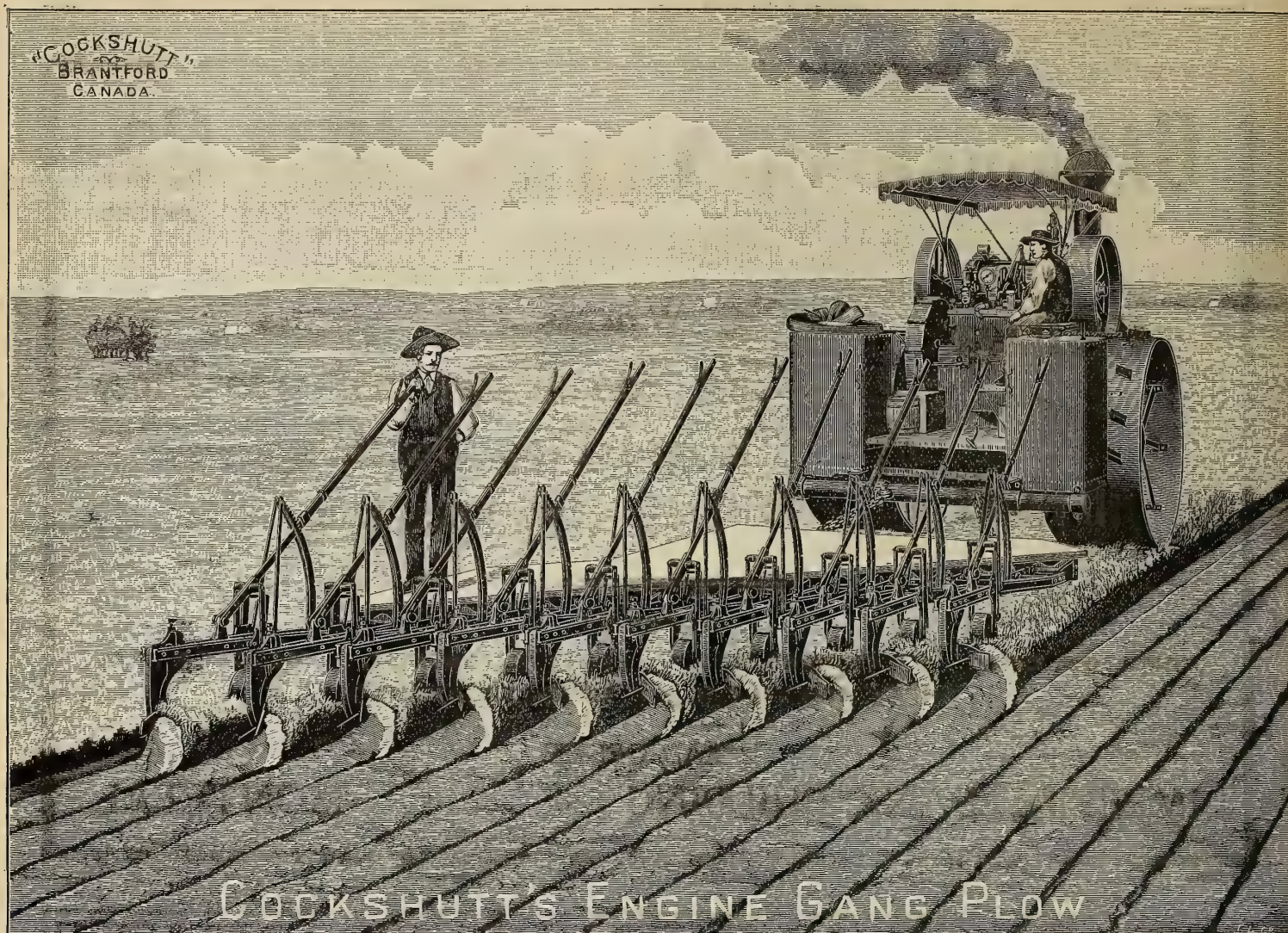
**Pig Iron****Forgings**

Foundry,

Malleable

Basic,

Heavy or Light, Rough or
Rough Turned



WALL PLASTER

Architects specify the "**Empire**" Brands of Wall Plaster
for all first class construction.

WE MANUFACTURE:—

"**Empire**" Wood Fibre Plaster
 "**Empire**" Cement Wall Plaster
 "**Empire**" Finish Plaster
 "**Gold Dust**" Finish Plaster
 "**Gilt Edge**" Plaster of Paris
 and other Gypsum Products

Manitoba Gypsum Co. Limited Office and Mill
Winnipeg, Manitoba

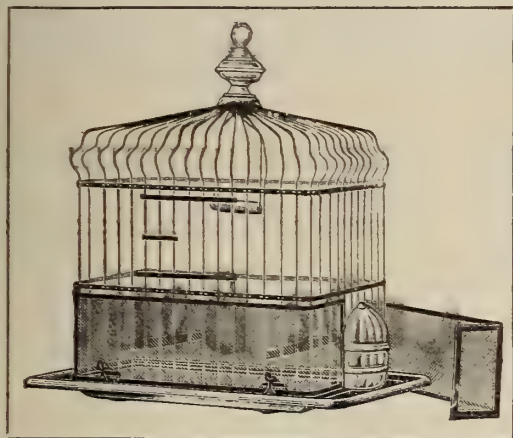
CURLED HAIR**GLUE****SANDPAPER**

THE DELANY & PETTIT CO. LIMITED.
TORONTO.

E. T. WRIGHT & CO., HAMILTON CANADA

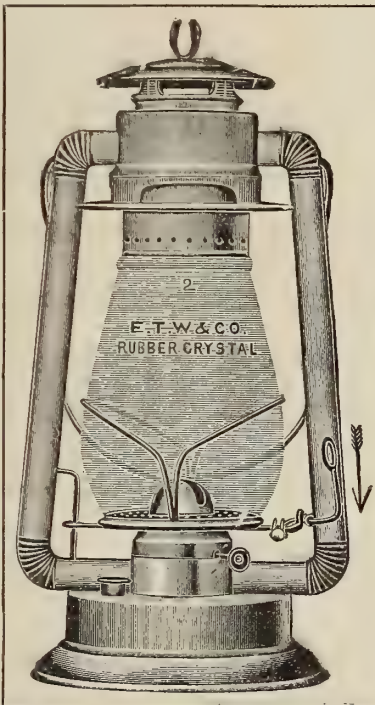
Manufacturers of

Plain, Japanned, Stamped and Retinned Tinware, Lanterns, Bird Cages, Eavetrough, Conductor Pipe, Patent Stove Pipe, Coopers' and



BIRD CAGES—A complete assortment of Brass and Japanned Cages, also Breeding Cages always in stock. All sizes, styles and prices. We can fill your order for Cages better than anyone else.

LANTERNS—The centre cut shows our 1908 C.B. Lantern with New Improved Patent Lift. This is the easiest working and most effective lift yet invented. It is strong, neat and durable, and cannot get out of order. Send for sample dozen and you will see their good points more fully than we can describe.



Deep Crimp Elbows, Jaxon Lamps, Fly Traps, Oilers, Victor Flour Sifters, Ehles Patent Lunch Box, Carpet Beaters.



OIL CANS—The very best Pneumatic Oil Can. Strong, durable and economical. We would be very pleased to send you, on application, circulars describing the working of this can, and you will then be able to see yourself the advantage that this can has over the old one.



LEHIGH PORTLAND CEMENT CO., Limited

We are now ready to ship our
Celebrated "LEHIGH" Cement
Either Water or Rail Deliveries

Absolutely the HIGHEST GRADE of Portland Cement manufactured in the world.

Lehigh Portland Cement Co., Limited

601 CONTINENTAL LIFE BUILDING
TORONTO, ONTARIO

The Consolidated Mining and Smelting Co. of Canada, Limited

Business Office and Works: TRAIL, BRITISH COLUMBIA

SMELTERS AND REFINERS

Purchasers of all Classes of Ores.

Producers of

FINE GOLD,
COPPER MATTE,

FINE SILVER,
BLUESTONE,

BASE BULLION
LEAD PIPE, ANTIMONY

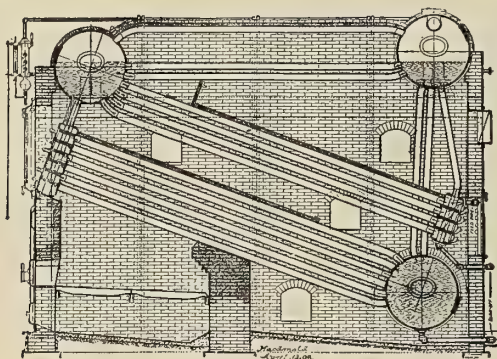
AND

PIG LEAD

Trail Brand--The Purest Produced Anywhere

(ANALYZES 99.995% PURE)

Robb-Mumford Water Tube Boiler



Free expansion of tubes,
Perfect water circulation,
Dry or superheated steam,
Half the usual number of
handholes.

ROBB ENGINEERING CO., Limited, Amherst, N.S.

DISTRICT OFFICES: { Traders Bank Building, TORONTO, Wm. McKay, Manager.
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THE "GALT" STEEL SHINGLE

"Galt" Galvanized Steel Shingles

are the only *practical* roof for any building—factory, warehouse, residence, school or church.

Wood shingles, because they decay, warp, leak and invite ignition from lightning, falling sparks, etc., are becoming less and less popular. The composition roof that will make a satisfactory covering for five years, without constant attention, has yet to be discovered.

"GALT" GALVANIZED STEEL SHINGLES combine the *fire* and *lightning proof* qualities of steel with a *solderless, weathertight lock* on all sides. Are easily and rapidly laid by any handy-man and thereafter require no attention for at least half a century. The low cost of "Galt" Shingles removes the last objection to a good roof.

"GALT" STEEL SIDING possess all of these advantages and is easily erected.

"CLASSIK" EMBOSSED STEEL CEILINGS make a beautiful and lasting interior finish. Designs submitted and prices quoted, for any room, at your request.

Ask us for catalogs and full particulars for any or all of these goods. We like to send them to interested people.

The Galt Art Metal Co.,

Limited

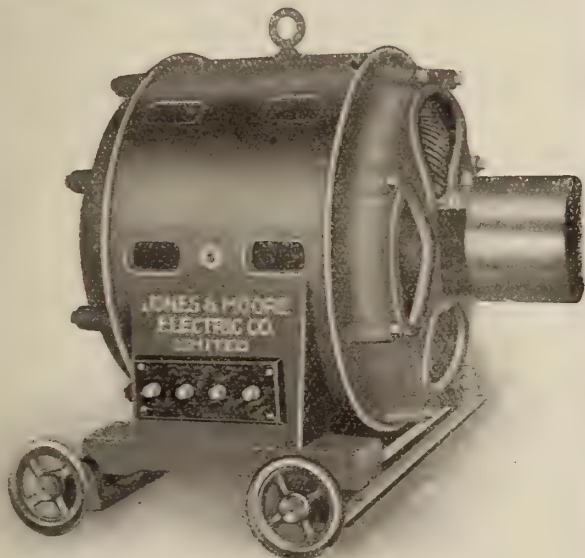
GALT, ONTARIO

AGENTS IN EVERY CANADIAN CITY

Jones & Moore Electric Co.

Limited

294-300 Adelaide Street West, Toronto,



Manufacturers of
DYNAMOS AND MOTORS FOR ALTERNATING
AND DIRECT CURRENT
REPAIRS TO ALL SYSTEMS

For Factory Construction



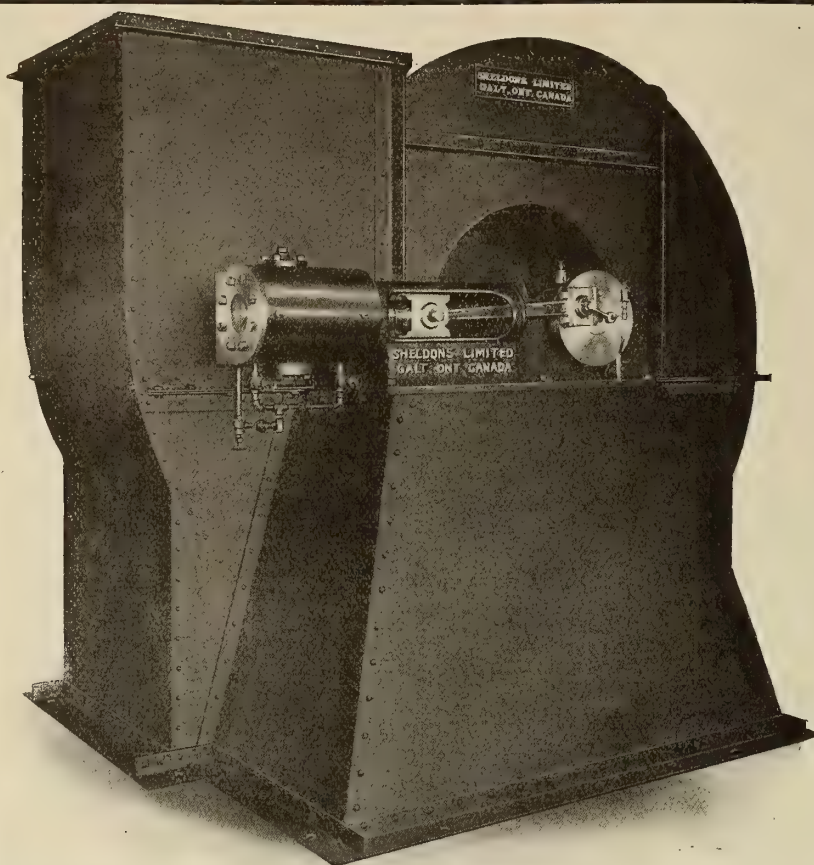
There is no other material quite so satisfactory
—CHEAP, WARM, FIREPROOF, DURABLE, as

"Acorn Quality" Corrugated Sheets

Don't tie up unnecessary capital in expensive buildings. Write us and we'll tell you how to build at small cost, thus leaving the bulk of your capital to develop your business.

Our Catalogue is Free for the Asking

The
Metal Shingle & Siding Co.
PRESTON, ONT. Limited
Montreal Toronto



Now is the Time to Install your Factory Heating System

The Sheldon Fan System of Heating provides pure, fresh air in sufficient quantities for perfect ventilation and at variable temperatures, guaranteed to furnish comfortable working conditions in any weather.

The Sheldon Fan will force the warm air to where it is most needed.

Write for bulletin on "Hot Blast Heating."



SHELDONS LIMITED
GALT, ONTARIO, CANADA



**Canadian
Billings & Spencer**
Limited
Welland, Ont.

GET SOMETHING THAT WILL STAND
THE STRAIN

DROP FORGINGS
WILL DO IT

—We Manufacture—

Machine Wrenches Lathe Dogs
Thumb Screws
Eye Bolts and all machinery parts
in Iron, Steel, Copper or
Bronze

Send Models or Drawings
for Estimates



WE SPECIALIZE ON Agricultural Castings of Malleable Iron

When in the market for anything in the way of malleable castings, communicate with us. We guarantee the highest grade material and workmanship and can give reasonably prompt delivery. We also make a general line of malleable castings, both light and heavy.

GALT MALLEABLE IRON CO.
LIMITED
Galt, Ontario

THE CANADIAN BRIDGE CO., Limited

WALKERVILLE, ONTARIO

—MANUFACTURERS—

RAILWAY AND HIGHWAY BRIDGES

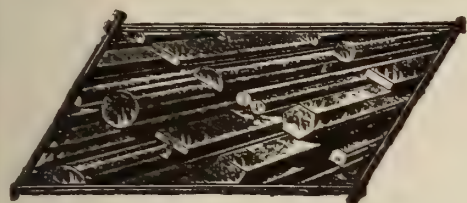
Locomotive Turn Tables. Roofs, Steel Buildings and Structural Iron
Work of all Descriptions

UNION DRAWN STEEL CO., Limited

MANUFACTURERS OF

Bright Finished Steel

SEND FOR PRICE LIST



LARGE STOCK OF

Rounds, $\frac{1}{8}$ " to 6"
Squares, $\frac{1}{4}$ " to 2 $\frac{1}{2}$ "

Flats, $\frac{3}{16}$ " x $\frac{1}{8}$ " to 3" x 1 $\frac{3}{4}$ "
Hexagons, $\frac{1}{4}$ " to 2"

Office and Works: *Hamilton, Canada*

DO YOU USE **SHAFTING?**

The Canadian Drawn Steel Co., Ltd.

HAMILTON, CANADA

COLD-DRAWN AND DIE-ROLLED STEEL
ROUNDS, SQUARES, HEXAGONS AND FLATS



X CELLS HAVE NINE LIVES

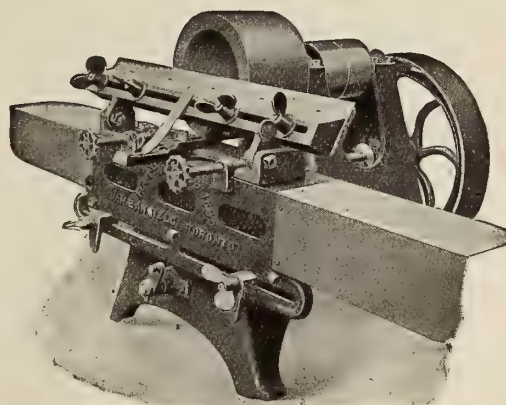
They EXCELL all others

Satisfaction Guaranteed
or Money Refunded

Made in Canada, and Good

Prompt Shipments

Electrical Specialties
TORONTO Limited



PATENTED

Knife Grinder

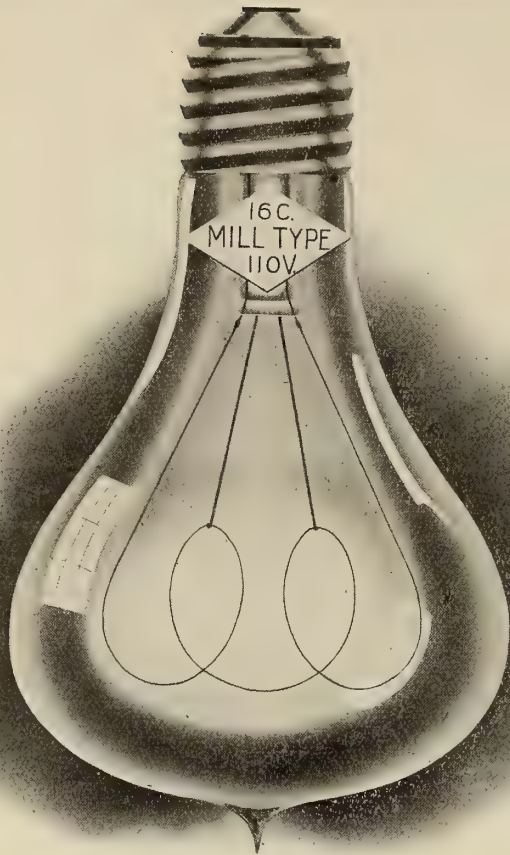
Entirely
Automatic
Saves Time and
Money

Will Grind 6 in. to
26 in. long.
Does Not Draw
Temper

GUARANTEED

**W. H. Banfield
& Sons**

Machinists, Die &
Tool Makers
Toronto, Ont.



Mill Type Lamp

These lamps may be used for general lighting purposes anywhere, but we recommend them more especially for Factory and Mill use where lamps are subjected to severe vibration.

The Anchors hold the filament steady and prevent it coming into contact with the glass.

Send us your order now for a sample case lot, 312 lamps.

**Ontario Lantern
& Lamp Co., Limited**
HAMILTON, - ONT.

Paint your Machinery and Factory Interiors with **ALUMINUM**

It is the best discovered preservative of metals.

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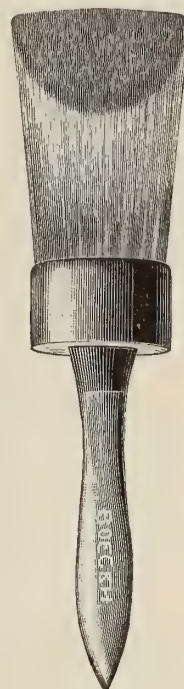
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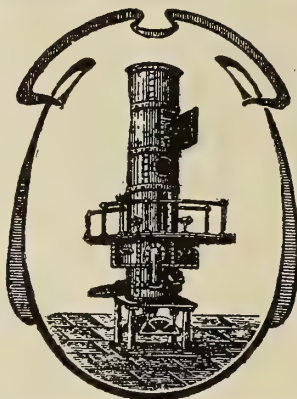
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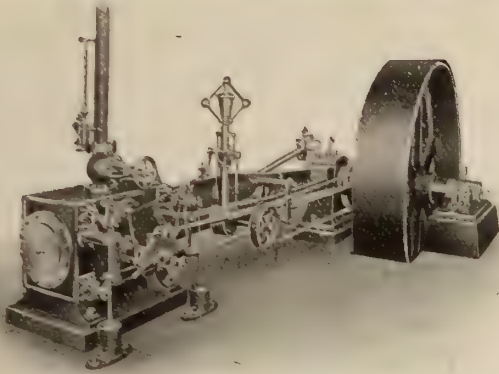
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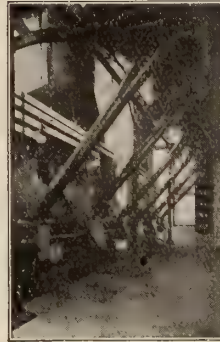
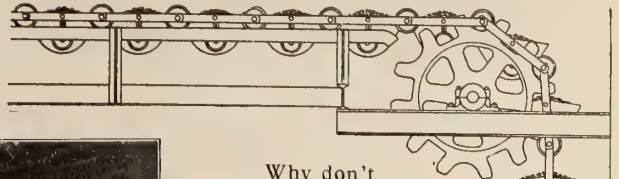
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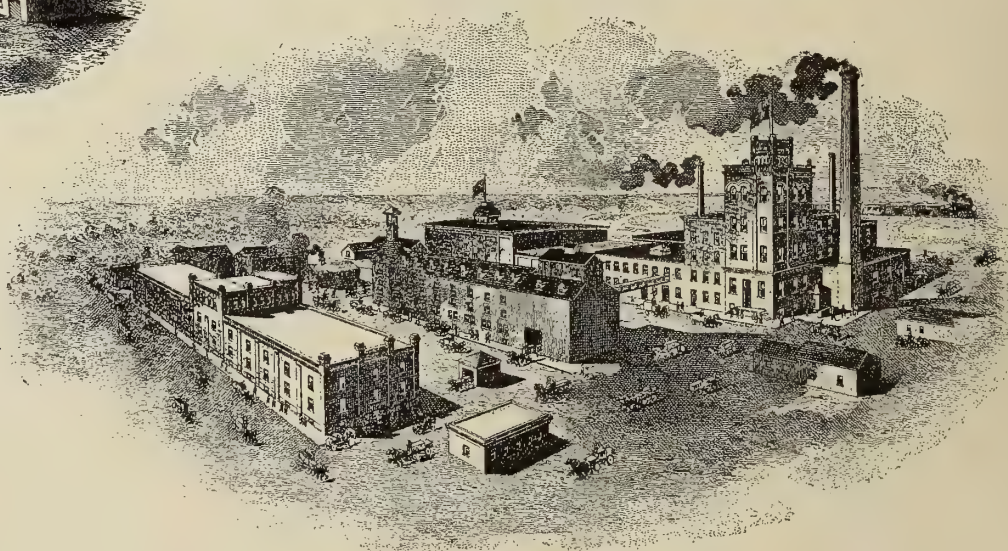
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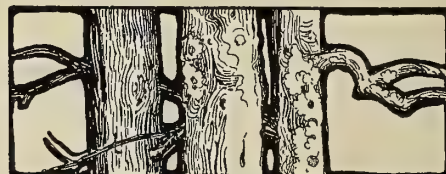
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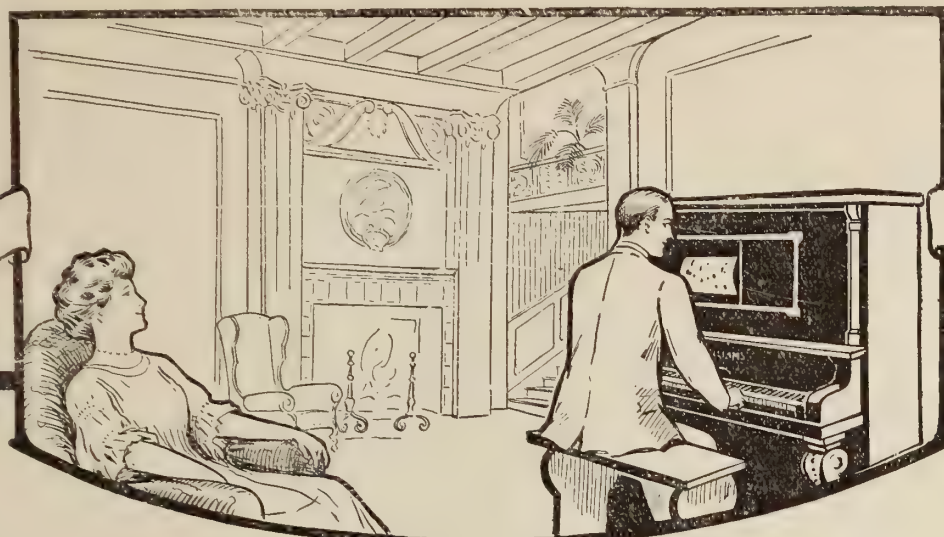


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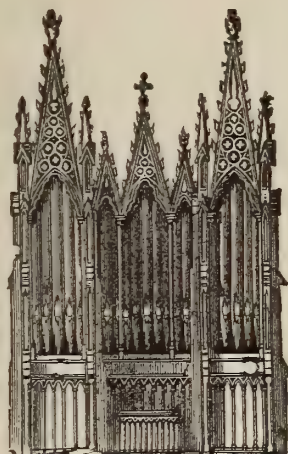
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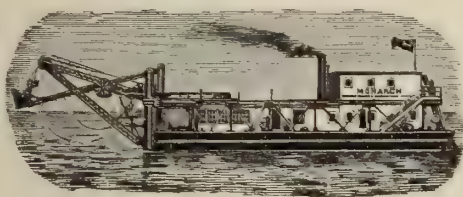
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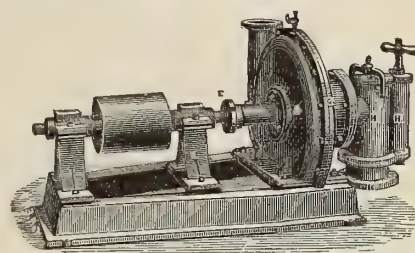
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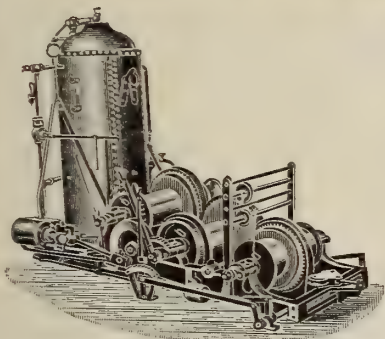


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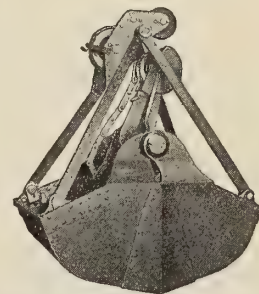
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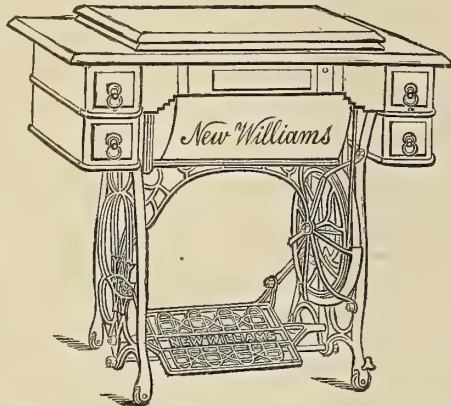
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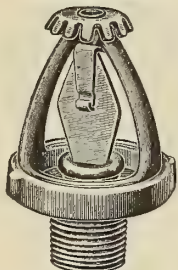
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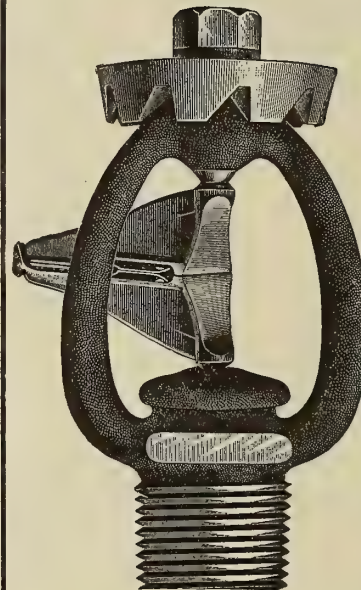
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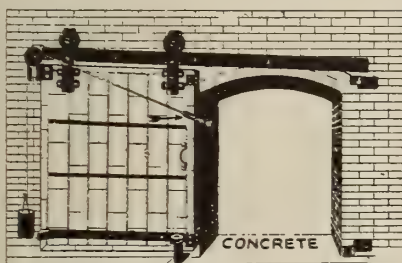
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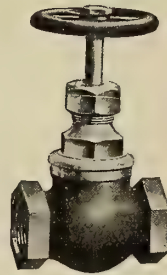
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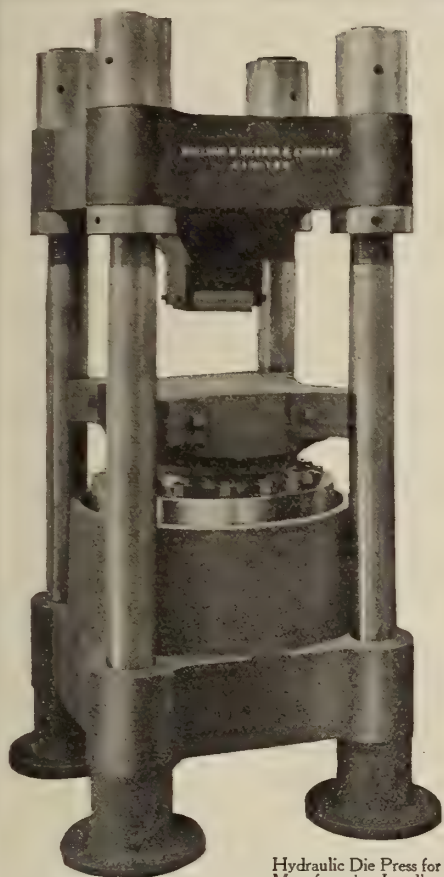
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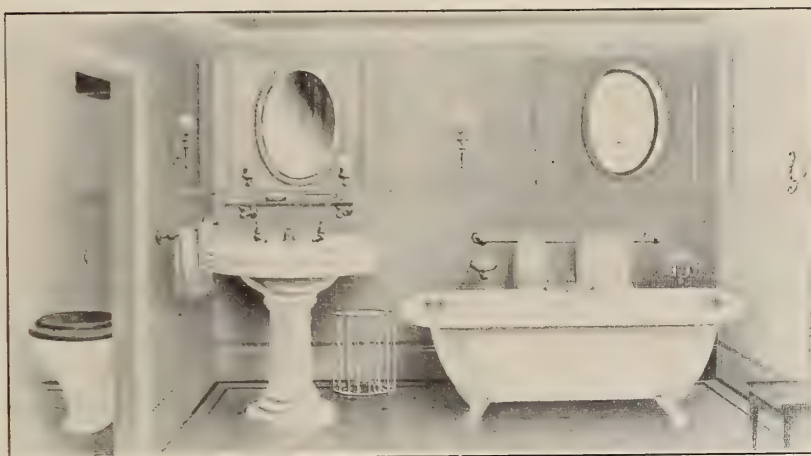
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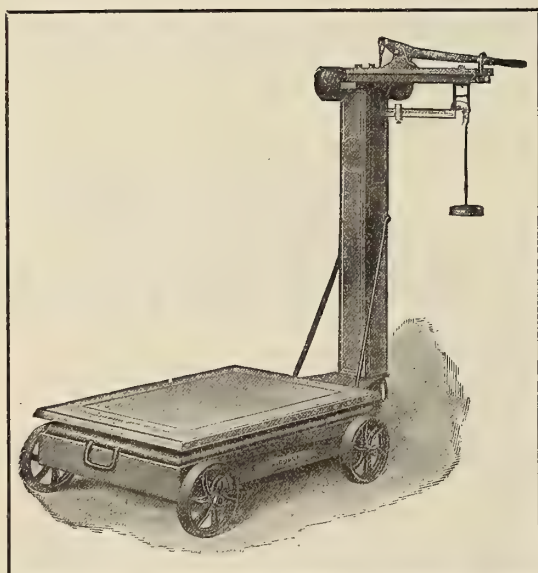
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NOTE — We advise that enquiries for any work in our line be sent at the earliest possible time in order to arrange for reasonable delivery.

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Toronto Bolt and Forging Co. Limited
TORONTO, CANADA.



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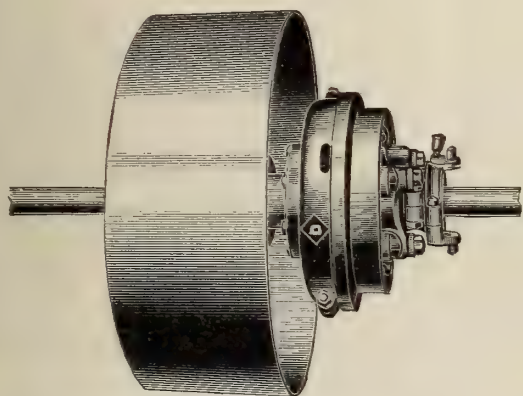
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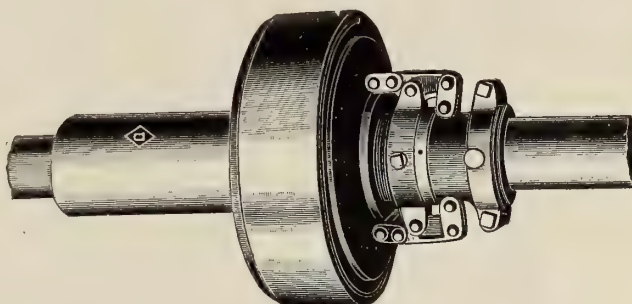
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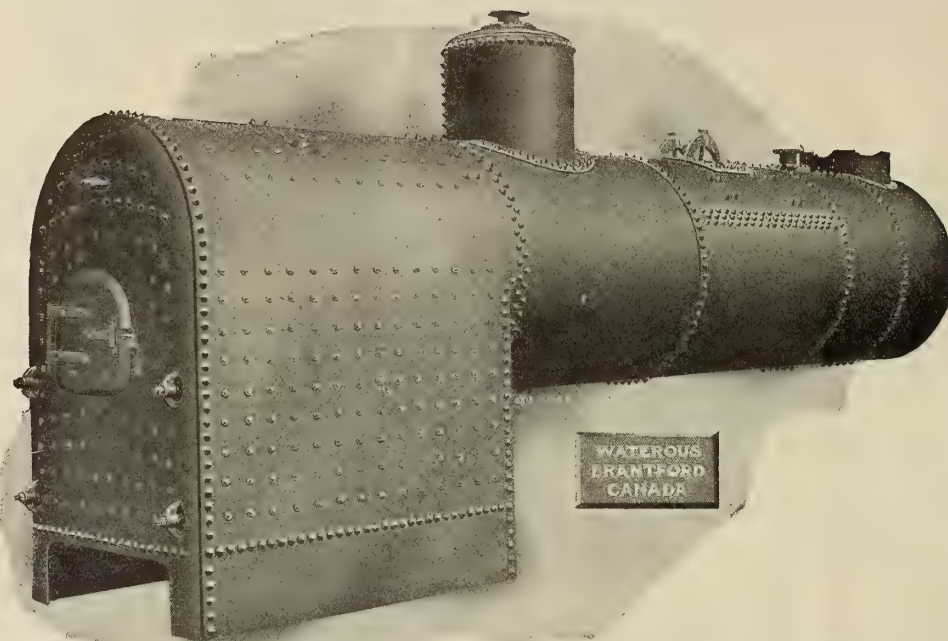
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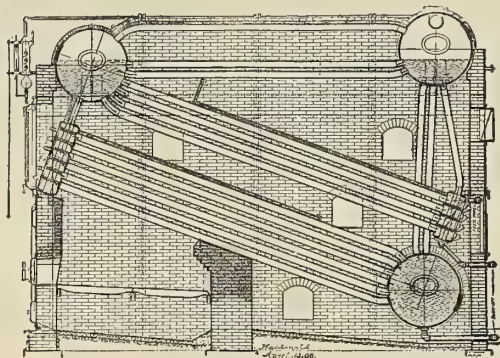
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Perfect water circulation,
Dry or superheated steam,
Half the usual number of
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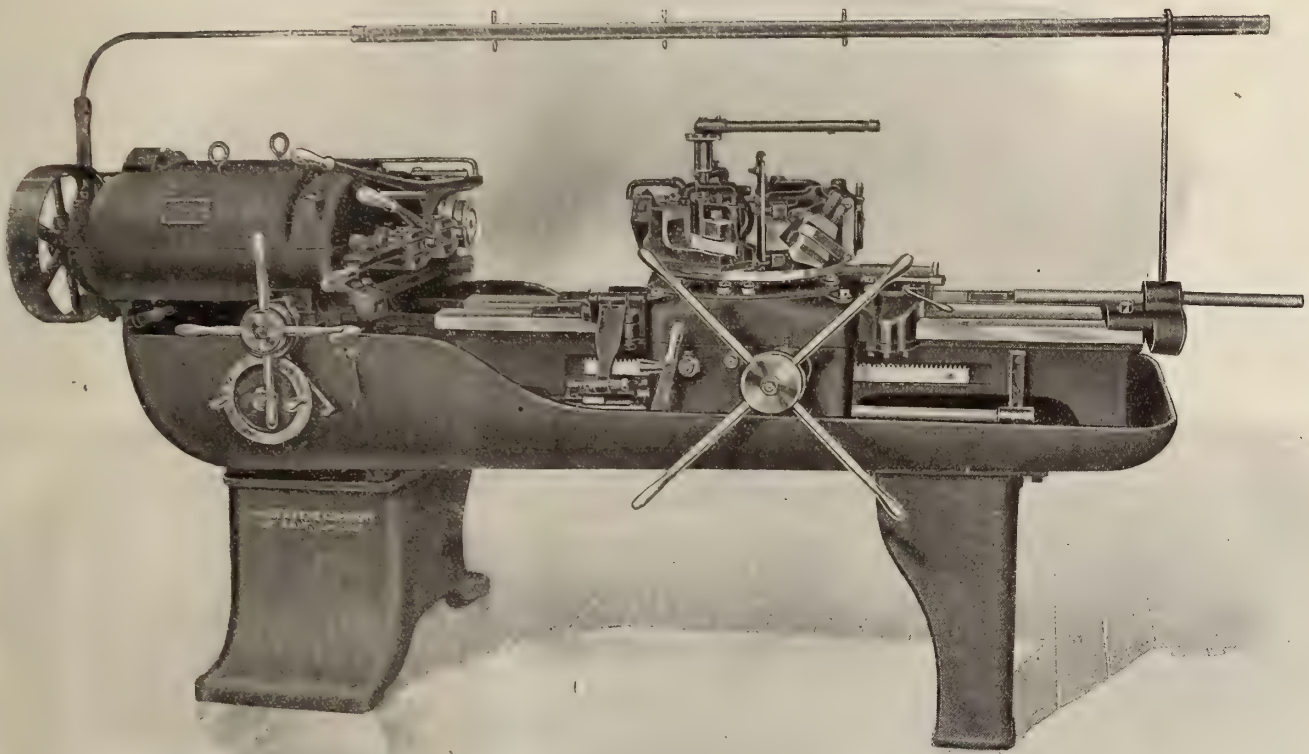
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But yet are still paying out good money in wages
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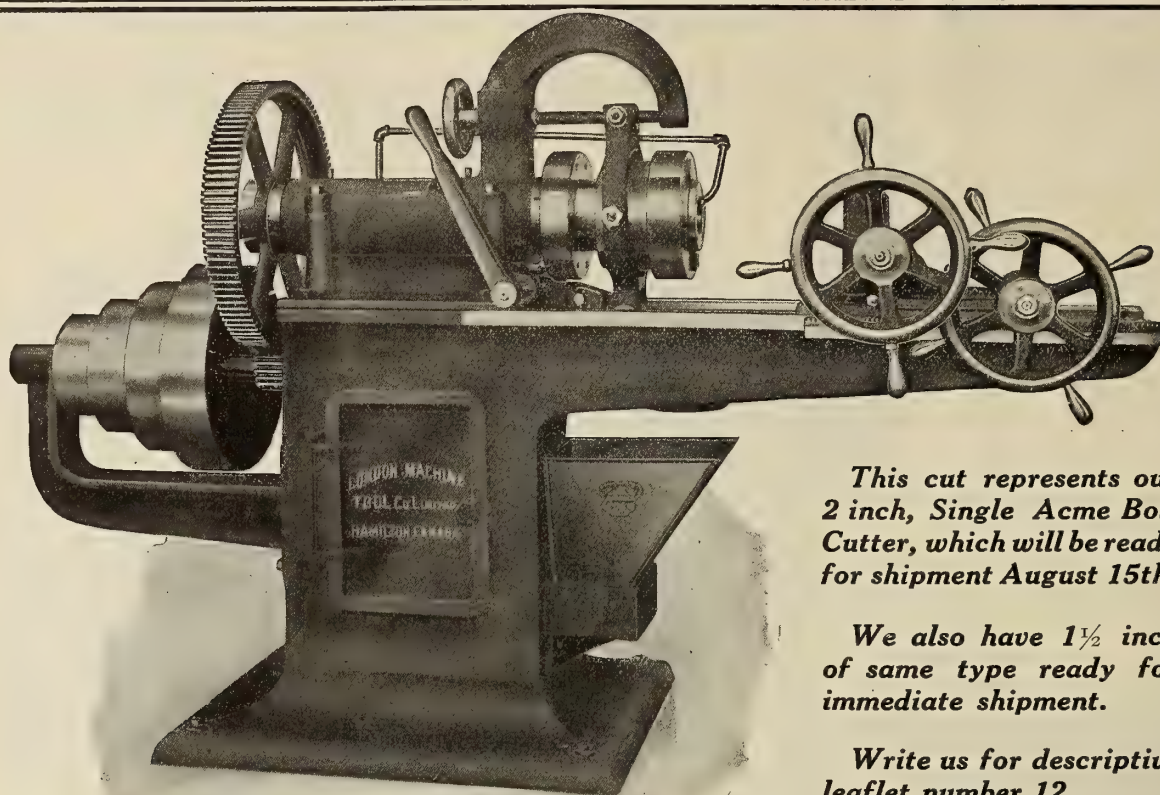
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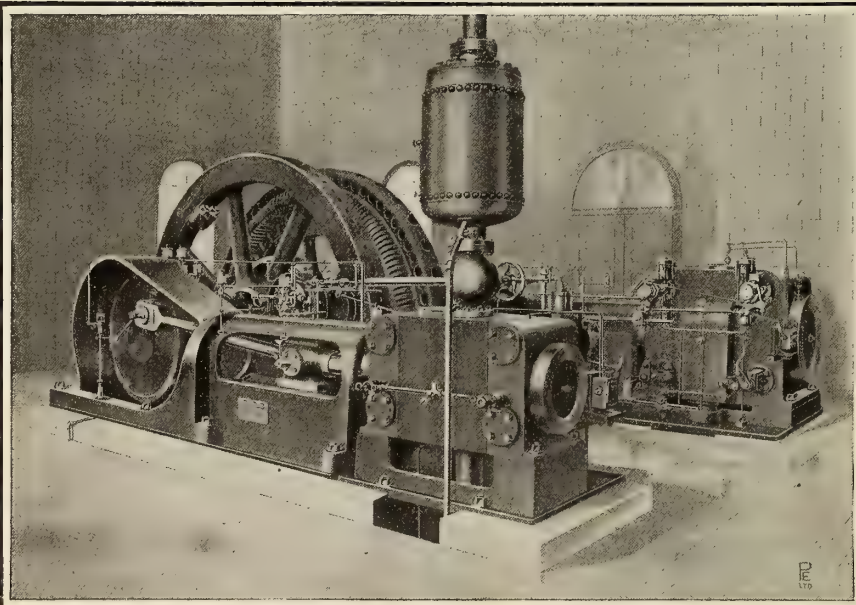


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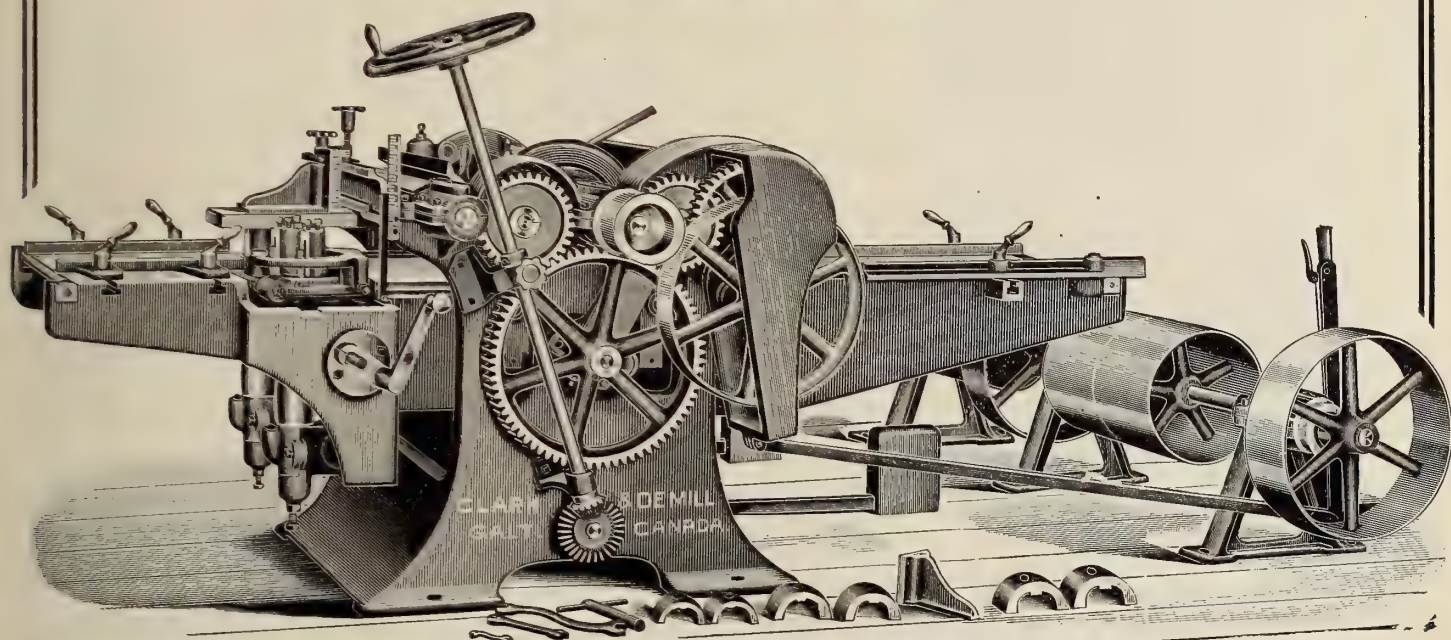
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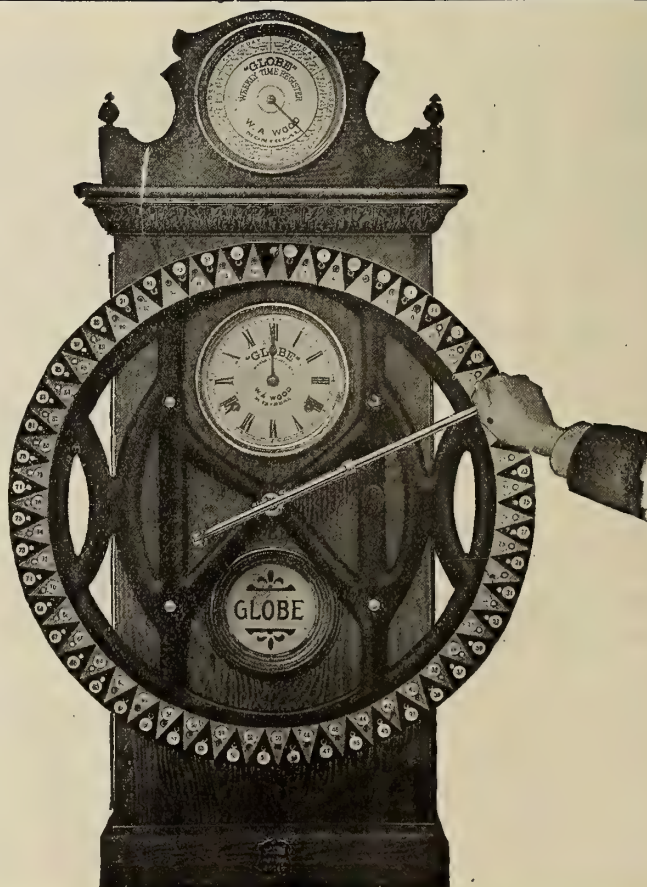
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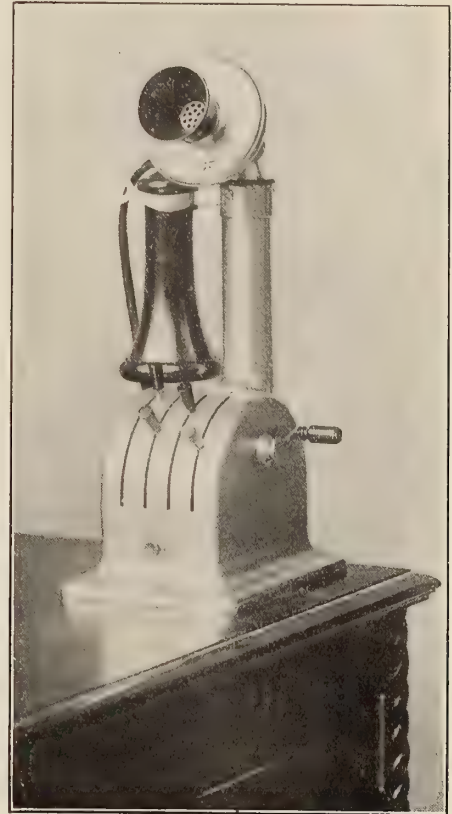
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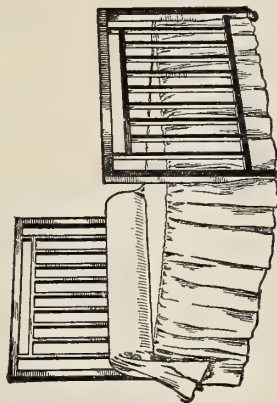
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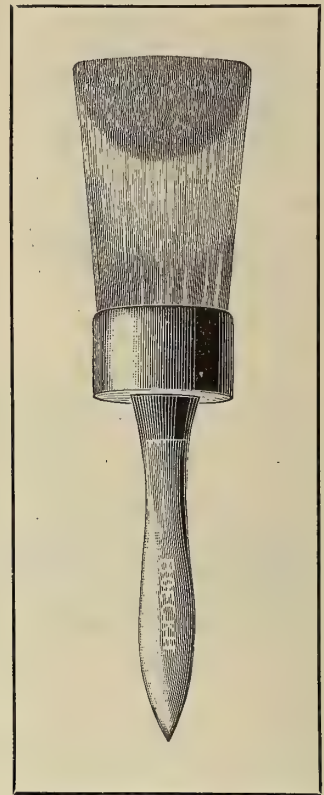
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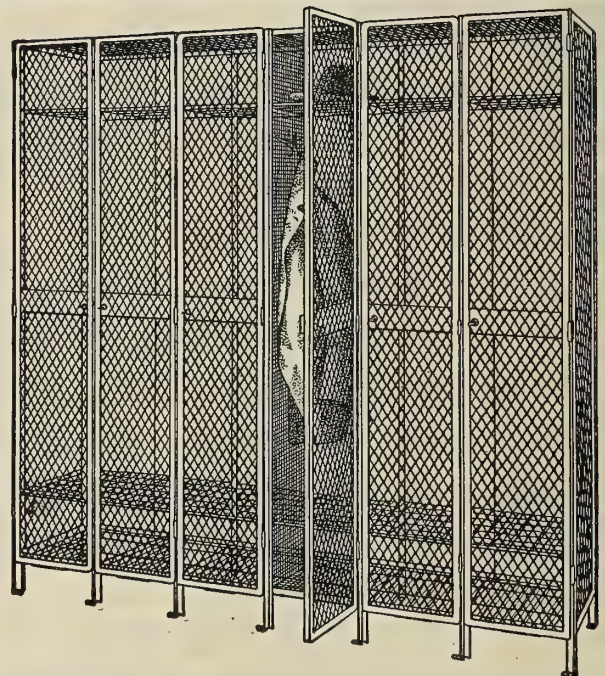


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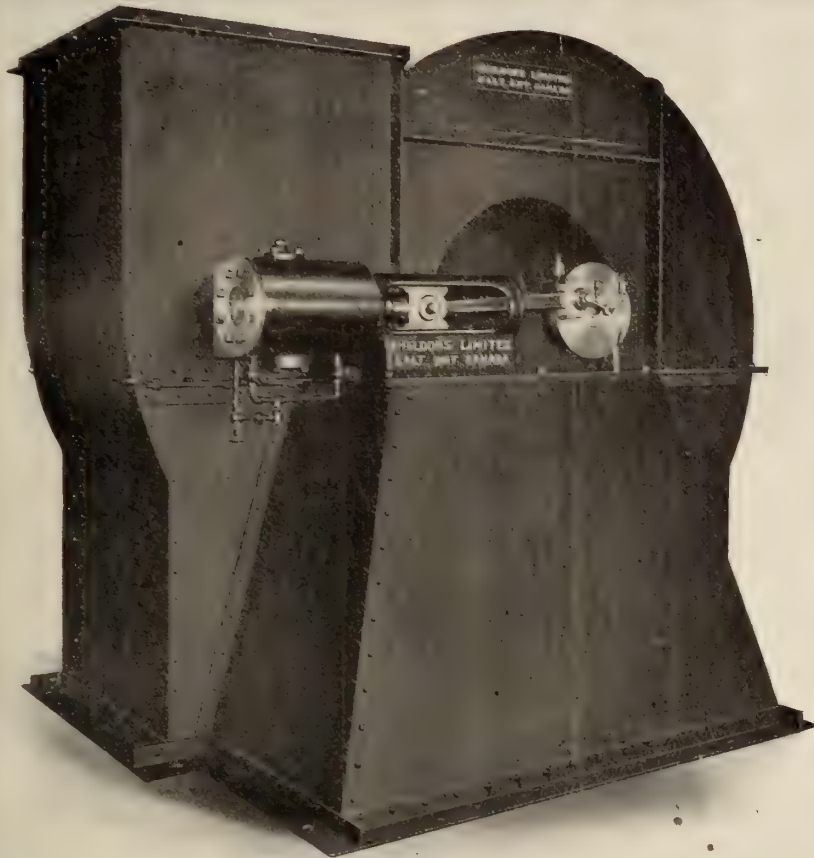
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INDUSTRIAL CANADA

ISSUED BY
The CANADIAN MANUFACTURERS ASSOCIATION.
INCORPORATED.

Vol. IX.

TORONTO, NOVEMBER, 1908

No. 4

INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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COMMENT OF THE MONTH.

The Passing of the Depression.

WHILE business has not yet got back to where it was before the panic, as they called it in the United States, there is a steady improvement all along the line. Factories that were either closed down or running on half time, are again working well up to their full capacities, and there are fewer men looking for work. A building contractor told us the other day that he had in the last few weeks, more specifications given him to figure on than in the previous six months. While few new buildings are likely to be started so late in the season, the outlook for great activity in the building trade in the spring is unusually bright. The building trade is so intimately associated with such a great range of other industries, that improvement in that line promises improvement in many others. The strike on the C.P.R. which had a depressing effect on towns and cities throughout the whole breadth of Canada, in many of which the railway furnished the chief source of employment, has come to an end, and that has helped materially to brighten trade in the affected

localities. The banks seem to have gotten over their fright, and are dealing more liberally with their customers. In Winnipeg and other Western cities where the benefits of the great wheat crop are first felt, business is greatly improved, and before long the merchants there should be in a position to discharge their liabilities to the East. While the farmers of the East have not been so fortunate in making a record, still the crops were far from a failure, and the money they will have to spend will help materially in bringing business back to its high level. The campaign of the politicians during October was a disturbing element, but now that the contest is over, those who gave their time to forwarding the interests of the party to which they belong will be able to get back to business. Looking over the whole field, there is every reason to take a hopeful view of the immediate future. The year 1909 will find us back again in the giant stride of progress and development, which has been carrying us rapidly forward in the race of nations. This century belongs to Canada, and all of us should have faith in our country, and boost things Canadian.

Unionism and Immigration.

AT a meeting of the National Trades and Labor Council at Ottawa last month, a resolution was passed condemning the Dominion Trades Congress for having "decided to again perpetrate the outrage of sending over W. R. Trotter to Great Britain on a mission as representative of organized labor for the avowed purpose of discouraging British mechanics from coming to Canada, and for the purpose of misrepresenting the real conditions of industrialism in our country." The resolution goes on to state that there is at present, and is bound to be in the future, an even greater demand for good mechanics and workmen in all branches of industry, and the Council thinks it is in the interest of labor that this demand should be supplied by British workmen rather than by the least desirable class of people from Southern Europe, who are coming in annually in thousands. It is pointed out also that hundreds of mechanics from the United States come to Canada daily in search of work and obtain it, and it is claimed that it is unjust to discriminate against the British workingmen. The resolution declares that "the Dominion Trades Congress does not in this manner express the feel-

ing of organized labor in Canada, but rather the opinion of paid agents of American labor unions." It is gratifying to find that a section, at least, of organized labor in Canada have had their eyes opened. The National Trades and Labor Council is to be congratulated on the stand it has taken. Our Canadian workingmen, as we have frequently pointed out, allow themselves to be led about too much by the agents of labor organizations across the line. There are many other questions on which the Canadian workingman could cut adrift from the United States affiliation with profit to himself.

To Electrify the C.P.R.

IT is definitely announced that plans are in preparation for the electrifying of no fewer than 700 miles of the C.P.R. system in the near future, and if this proves the success that is anticipated, the whole system will be electrified eventually. The New York Central Railway has demonstrated the value of the electric locomotive in the hauling of trains, and it is believed that, with the immense water powers available along its route, the C.P.R. could effect a great economy in its operating expenses by substituting electricity for steam. It costs a railway company an immense amount of money to haul coal for its own use, and there is always a chance of a coal famine through labor troubles. All of the expense of haulage of coal would be done away with, and the water powers are not apt to go on strike. The C.P.R. directors recently obtained power to issue \$50,000,000 of new stock, and it is said that this money is to be used principally in making the change. If this change is carried out it will mean much to a great many lines of manufacturing. Electrical manufacturers, wire factories and steel works will all feel the benefit, and it will help the country generally almost as much as the construction of a new railway.

A. Forgotten Policy.

IN the election campaign which closed on October 26th, a notable feature was the complete ignoring of the old policy of "Free Trade as they have it in England." There is no one left in the public life of this country who has the hardihood to stand up for that policy to-day. Both parties are agreed that free trade is impossible in Canada. Trade arrangements with foreign countries, where concessions are granted on both sides, will no doubt be negotiated from time to time as our trade expands and there is a demand for foreign outlet, but the day has happily passed when anyone of standing would think of advocating the throwing open of our market to all who wished to exploit it. In the old days when Free Trade was so vigorously advocated by one of the great parties, every election brought a feeling of uncertainty that was demoralizing to the business interests of the country. Capital was afraid to come into the country, lest a change of government would bring about such a change in condi-

tions that it would be greatly depreciated or wholly lost. Every four or five years the same uncertainty had to be faced, and the progress of the country was retarded by the always threatening danger. After the change which took place in 1896, and the continuance of the old policy of protecting Canadian industries was assured, capital got confidence, and we have seen our trade and commerce and our manufacturing expand as never before. The incoming of the Liberal party in 1896 was a great thing for Canada in so far as it served to demonstrate that Free Trade was an impossible policy for this country, and that neither party would attempt to put it in force. To this assurance of stability, has been due to no small degree the wonderful progress we have made in the last few years, and the complete ignoring of the old Free Trade doctrine during the recent campaign will be a further assurance of stable conditions in this country.

The French Treaty.

THE ratification of the trade treaty with France seems to be a long way off. The Montreal Star recently published a special cable from their London correspondent in which it is stated that the highest British authorities in Paris are of the opinion that the French Senate are most unlikely to ratify the treaty. Definite objection is taken to the extension of concessions to Switzerland under the most favored nation clause, in such goods as laces, embroideries, silks, etc., while French agricultural machine manufacturers dread the preferential entry into France of Canadian machinery. One possible escape from the impasse is suggested unofficially and that is Canada's abandonment of her adherence to the most favored nation agreement with Switzerland, which, however, would involve one year's notice. There is therefore, very little chance that the treaty will go through at the next session of the Senate, if it ever does. The Senators feel that Canada got too much the better of the bargain, and they are determined to block the treaty going into effect. While from the French point of view Canada may have secured an extra good deal, it does not look so good from our viewpoint, when we consider that everything we give to France we are bound to give to some twenty other countries under the most favored nation clause, and we get nothing from them in return.

A Promised Tariff Ruling.

SPEAKING of the French Treaty reminds us that an important ruling on the British Preference was being held up, awaiting the ratification of the French arrangement in order that all the regulations might go out at the same time. The ruling had to do with the definition of British goods under the Preferential Tariff. Under the Act the manufacturer is required to certify that British labor to the extent of at least one-fourth the value of the article has entered into its production before it can enjoy the benefits of the preference. The expression "labor" has been held by the authorities to include mer-

chants' or manufacturers' profits, which meant that a small percentage of manufacture, together with the mere repackaging and shipping of foreign products by a British middleman entitled him to the benefit of the preference. In his budget speech of November 29th, 1906, Hon. Mr. Fielding said that this was a wrong interpretation of the Act, and he added that the Government proposed to lay it down as a principle that profit shall not be deemed labor, and that before any foreign article could qualify under the preferential tariff it must have upon it 25 per cent. of the British labor without computing the profit as a portion of the labor. This is a most important ruling, but nothing has been done since to give it effect. When urged to issue a regulation giving effect to this principle, it was stated that it was being held in abeyance pending the new French Treaty going into operation. Meanwhile Canadian manufacturers have been suffering serious loss through the use that is being made of the preference under what the Minister says is a wrong interpretation. Now that the ratification of the French Treaty is at least a year off, and may perhaps never go into operation at all, there is no longer any excuse for delay in issuing a regulation, which will secure the carrying out of the principle laid down by the Minister of Finance over two years ago.

The Georgian Bay Canal.

DURING the progress of the political campaign, which terminated with the voting on the 26th, Sir Wilfrid Laurier announced that as soon as the G. T.

P. was completed the construction of the Georgian Bay Canal would be commenced, and pushed through with all possible speed. Whether Sir Wilfrid will be in power when the G. T. P. is completed, the future alone can tell, but it is believed that the Georgian Bay Canal will be built, and that at an early date, by either one of our great parties. J. J. Hill, the great railway magnate, and a man who is recognized the world over as a great

authority on all transportation questions, recently declared himself in favor of extending and developing water transportation in every possible direction. Contrary to the popular belief, he said, the railways were not opposed to the canals, but rather favored them as the creators of traffic for the rail lines. In proof of this he instanced the great expense to which a railway was always willing to go in order to get water connection for its lines. The St. Lawrence canals have already turned the stream of wheat to the port of Montreal, and the ships that come here to transport it to the British market come laden with all kinds of freight which the railways get to carry inland, and which they would not get at all if it were

A Cutting Wind.



The Shorn Lamb: "I'm shorn all right, but I don't notice that the wind has been tempered much."

not for the good work of the canals. If, however, the only claims the canals had on our attention was their ability to create traffic for the railways, the argument would not be a very strong one in their favor. The real benefit of the canal lies in the low cost at which it carries freight, which means so much to the manufacturing interests of any country. In the case of the Georgian Bay Canal, via the French and Ottawa rivers, there is another

great advantage to the country to be gained. The route of the canal passes through a region of immense natural wealth, which requires only cheap transportation to insure its development. With the construction of the canal these vast natural resources would be rapidly turned into a national asset, and all of us would share in the added prosperity which it would bring to the country. As Sir Wilfrid said, it is the next great national work to be undertaken "for the general good," and it does not much matter which party holds dominant sway at Ottawa, for both are now committed to it.

The British Unemployed.

CONTRAST the condition of the workingman in Canada to-day with that of his brother in the Mother Country, and see which is the better off—the Canadian, whose industries are protected, or the Englishman, who glories in free trade? While business has been dull in Canada during the past year, and some of our workingmen have been out of employment for a part of the time, they have not had to face actual want, much less starvation. In England, on the other hand, the condition of the workingman has become desperate. There is a vast army of unemployed who are clamoring for something to eat, and the Government has had to come to their relief in some measure. At best, the workingman who is without protection can earn only sufficient for a bare existence, and when a time of stringency comes he is absolutely helpless. Protection for our industries means fair wages for our workingmen; while free trade would soon bring them to the deplorable straits in which the British workingman finds himself to-day. The object lesson is one which should make a deep impression on our workman, and make him contented with the happy lot he enjoys here.

What the Tariff Does.

LOOKING over the census returns of 1901 we happened upon some interesting figures, which indicate one of the many benefits which the tariff has conferred upon this country. These figures show that in that year there were one hundred and thirty-two United States manufacturing establishments with branches in this country, with over one hundred millions of capital invested in them. If we could get the figures up to the present time the showing would be very much greater. These establishments employ many thousands of Canadian workingmen and are the means of creating profitable employment for many others not actually on their pay lists. If there were no tariff in Canada to keep out the products of these foreign manufacturers does anyone imagine that they would go to the great expense of building branch factories over here? The thousands of people who are depending upon these establishments for a livelihood and whose earnings go to build up our cities and towns, and furnish a market for merchants and farmers,

would be living on the other side of the line, and the goods they turned out would be shipped in here. Surely no right thinking Canadian can fail to see the great advantage the tariff has been in forcing these industries to come over here and aid in the building up of this country, instead of enlarging at home and draining us to support them. The Canadian workingman must also see that the tariff is really his best protection. If it were not for the protection it gives him the product of his labor would be brought into competition with the products of the cheap labor of Europe, and his wages would have to come to their level and his standard of living fall to their standard. If we are to have factories in this country employing well-paid, contented workingmen, we must always maintain a full measure of protection for our industries.

The Making of Records.

THE Empress of Britain on her last voyage from Liverpool to Quebec made a new record for the run, covering the distance in less than six days, or, to be exact, in five days, thirteen hours and twenty-five minutes. In the same paper which printed this record appeared the report of a speech made by Sir Thomas Shaughnessy before the Board of Trade of Victoria, B.C., in which he said the Empresses might shortly be transferred to the Pacific, in the event of which faster and better boats would be built for the Atlantic trade. If this is carried out we may expect before very long to be beating out the record-breakers that run between New York and Liverpool. We have the shorter route, and with the improvements that are being made to the St. Lawrence Channel there is no reason why Canada should not capture the bulk of the passenger traffic, as she has already captured the shipping trade in the matter of wheat. This country is certainly going ahead along every line of endeavor, and all of us have reason to feel confident of the future.

Another Win for Canada.

IT is a not uncommon thing to hear it charged that the Canadian manufacturer is behind the times. Every now and then some detractor of Canadian industries, full of the assurance of ignorance, announces to the world that the Canadian manufacturer is antiquated in his methods, behind the age in his plant, and woefully lacking in knowledge of the game. Only the other day a British manufacturer explained that the reason why the woollen industry was not thriving in Canada was because the Canadian factories employed out of date methods and machinery. The same statement has been made in regard to other lines, and always by people who wanted the duty taken off in order that they might flood this market with a slaughter sale of the overproduction of their own factories. The best answer to these charges is the showing which the Canadian product is able to make

when brought into competition with those of its detractors under fair conditions. Recently a test was made at Spokane of several brands of cement, and a Canadian company carried off the award. The tests proved the Canadian article superior to the best United States and German cements, and it has been recommended by the Spokane City engineer for use in the bridges being built by that city. This is only the most recent of the many instances where the Canadian manufacturer has given the lie to those who allege that he is not abreast of the times. Another recent instance is the success of the steel rails turned out at Sydney, which have been pronounced by experts to be the best in the world. These people who have the false idea that the Canadian manufacturer plods along with old machinery and ancient methods, depending on the protection he gets under the tariff to make a profit, should disabuse their minds of all such notions. The Canadian manufacturer is as much alive to all changes and improvements in the industrial world and just as prompt in taking advantage of them as his rival in any other country. The progress which our manufacturers have made in the past few years affords abundant proof of this.

Immigration Returns.

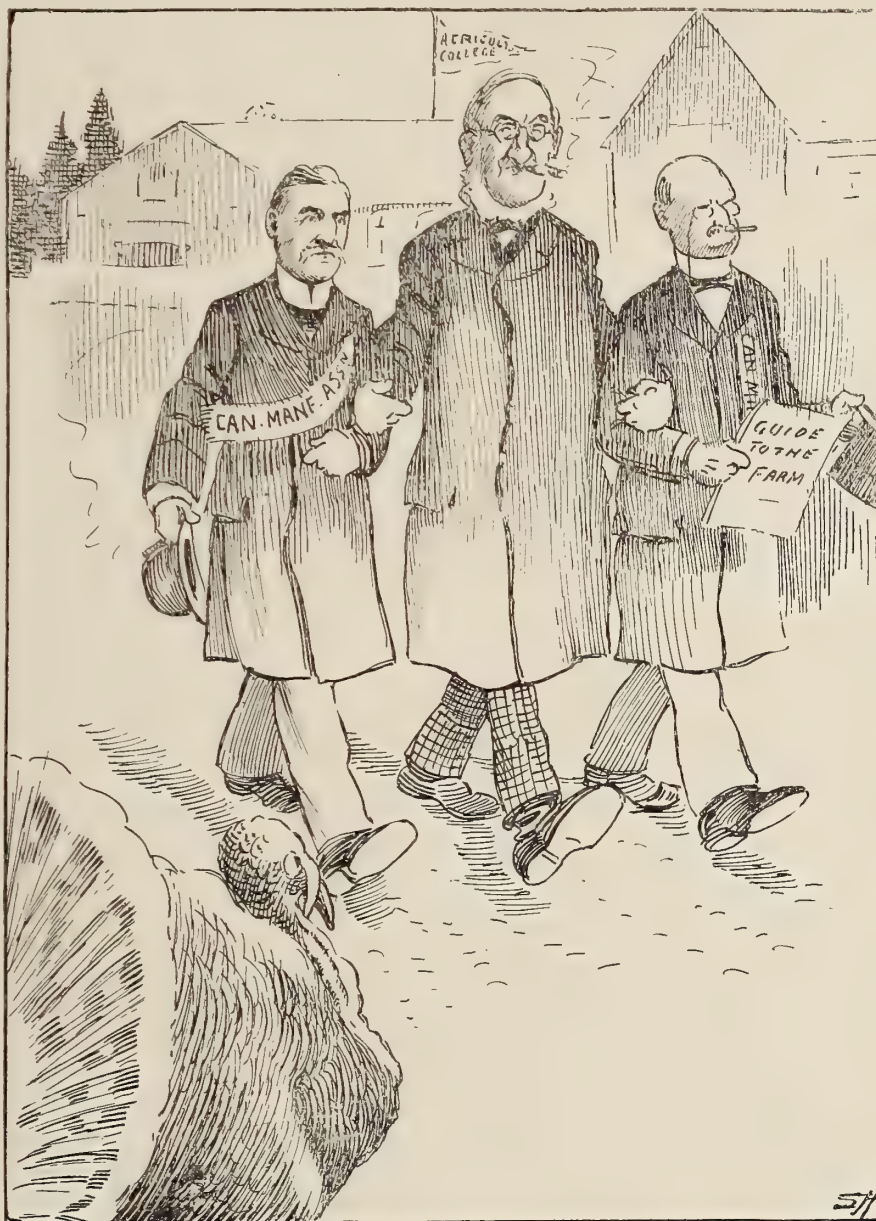
IMMIGRATION returns issued for the nine months from January 1st to the end of September show a falling off of 46 per cent. as compared with the corresponding

nine months of last year. The arrivals at ocean ports show a decrease of 57 per cent., the total arrivals for the year being 81,977 as compared with 191,020 last year, a decrease of 109,043. Immigration from the United States, on the other hand, showed a small increase, the total being 45,653 this year as compared with 44,809 last year, an increase of 844, or 2 per cent. The total arrivals from all sources this year was 127,630 as compared with

253,829 for the same period last year, a decrease of 108,199, or, as stated above, 46 per cent. Sir Wilfrid Laurier, in one of his campaign speeches, said that the more population we had the better for us all, and there is scarcely anyone who will dispute him in this statement. But then there is class in population as well as in everything else, and it is of the greatest importance that Canada should be populated by the better class of people. Those arriving from the United States are mostly of the better class, or rather of the more suitable class for Canada. They know the conditions here and how to cope with them, their standard of living is the same as ours, and experience has shown that the majority of them soon become good and

loyal Canadians. No doubt a great many of them are former Canadians returning, but whether or not, they are all welcome, and it is gratifying to note that even in this off year they have come to us in increasing numbers. With the return of good times, and the advertising which this season's crop will give Canada, we have reason to expect that next year will make a new record in the inflow of settlers.

A Visit to the Farm.



Farmer Ontario: "Glad you come, boys. We're going to enjoy that turk' together."

England and Protection.

SOME months ago we commented on the change which is taking place in Great Britain with regard to Free Trade. Public opinion is every day growing stronger in favor of protection, and the day is not far distant when the British Government will be compelled to change its policy. Lord Northcliffe, better known to the general public as Alfred Harmsworth, the great London publisher, who was a visitor to Toronto last month, said in an interview that free trade was undoubtedly injuring the country. Tariff reform, he declared, is now generally supported in England, and the Government knows it, and all the bye-elections showed it. Lord Northcliffe's opinion is one that carries great weight. He is one of the greatest moulders of public opinion through his combination of newspapers, and his opportunities for knowing the drift of public sentiment in England are not surpassed by those of any other individual. England has long been the stronghold of free trade; and there are many who still believe that the commercial supremacy of the English people depends upon maintaining the freedom of her markets to the products of the world, but the competition from Germany and the United States, both highly protected countries, is slowly but surely breaking down the Englishman's conservations, and opening his eyes to the folly of giving everything and getting nothing in return.

The Dominion Revenue.

THE revenues for the Dominion for the first six months of the fiscal year ending September 30th show a decrease of \$9,307,186 as compared with the corresponding period last year. In September, however, the decrease was very much less than for the preceding months, indicating a revival of business activity. Of the total decrease, the falling off in customs is responsible for \$8,261,556, while the postal revenue shows an increase for the six months of \$195,000. It is anticipated that for the balance of the year the revenue in all the Departments will show improvement. Some politicians are fond of telling us that the Government is the maker of good times and the builder of the country's business prosperity, but these figures indicate the reverse—the business of the country is the builder of the Government's revenues, and when business takes a slump, the Government has to sit helpless and watch its income decrease.

"Made in Canada."

IN a recent discussion on the value of branding goods "Made in Canada," a charge was made by one of the party which, if true, is designed to destroy the usefulness of the brand. In brief, the statement was to the effect that manufacturers, or some of them, did not use the brand on their best goods, and only used it as an aid to work off products of inferior quality on patriotic Canadians. We

did not, and we do not, agree with him, but he maintained that he had so often met with the "Made in Canada" tag on goods of inferior quality, that it had become a warning to him not to purchase an article that he saw bearing the card. If there are any manufacturers making this unworthy use of the national brand, they are doing a serious injury to every producer in Canada. The best products that the best equipped factory and most skilful workingmen turn out are the ones that should be sent out to make the country's reputation. To allow the best to be palmed off as imported, and the seconds sold as standard Canadian, is to retard the industrial progress of the whole of Canada. It is much easier to win a good reputation, hard as that may be, than to live down a bad one. We should, therefore, guard against the acquiring of a bad one by making the proper use of the national label.

The Elections.

NOW that the Dominion elections are over, manufacturers and merchants will know pretty well what to expect for the next four years in the way of legislation affecting the business interests of the country. The Government being returned to power, with substantially the same majority as they had in the last Parliament, are pretty nearly sure to follow the policy with which the country has become familiar during the past twelve years, and interested parties can make their business arrangements in accordance therewith. There are a few changes or, more correctly perhaps, regulations which are due in accordance with pre-election promises of the Premier. The most important of these, so far as the manufacturers are concerned, is his promise of a Permanent Tariff Commission. We have already in previous issues of INDUSTRIAL CANADA pointed out what a great advantage such a commission would be in giving prompt effect to the customs laws of the land, and particularly in checking the importation of goods at undervaluations. To administer the other laws of the land we have our judges and our courts, but the customs laws, which form quite a formidable code in themselves, are left to the interpretation of departmental officials, with the only appeal against their decision to the Minister at the head of the Department, whose time is already fully occupied with other affairs. In the working out of the British Preference we have seen, as the Minister of Finance himself acknowledged in Parliament, how erroneous the official interpretation may sometimes be, and what great injury it is liable to work to Canadian interests. A Permanent Tariff Commission would be a safeguard against such errors, and a supreme court to which all disputes which might arise in the operation of the tariff could be carried for a prompt decision. It is to be expected that the establishment of this Commission will be one of the Government measures brought down at the next session of Parliament.

D. M. COUGHLIN.

HANDLING INCOMING SHIPMENTS

By Charles W. Bane.

How Goods Received by a Manufacturing Concern are Properly Reported, Sorted and Distributed to the Various Departments with the Greatest Possible Speed and Accuracy.

IN a large manufacturing business, where a great quantity and variety of goods are constantly being received and distributed among the different departments of the plant, it is of extreme importance that the receiving and store-keeping departments should be in the closest possible touch with the auditing and purchasing offices, and that a reliable means for the checking and reporting of in-shipments be employed.

Hence, a system which will centralize, to a large extent, the responsibility in the receiving of goods, prevent annoying delays due to the loss of invoices and assure accuracy in the making of reports, should be most welcome to any concern which buys extensively. Such a system may be established as follows:

In the first place, the shippers should be requested to make out their invoices in triplicate, mailing them direct to the purchasing department. When received here, the contents of the invoice are entered in a book properly ruled for that purpose, showing the number of the requisition for which the goods were ordered, the department they are intended for, the date, from whom they are received, terms of purchase, how shipped, and if by car, the car number. If the bill is a discount bill, it should be stamped so, the same stamp showing also the date of maturity. Every invoice should be given a distinguishing number, and this number should also be entered in the record book. At the same time the requisition should be checked and the price marked "O.K."

How the Invoices Are Handled in the Purchasing Department.

If three copies of the invoice are received at the purchasing department, they may, when the above information has been recorded, be forwarded to the auditing department. In some instances, however, shippers may neglect to send more than one copy, in which case the two duplicates should be made in the purchasing department. It may seem more desirable to always make the duplicates here, and if such is the case, it may be a convenient scheme to copy discount bills on colored paper, so that they will attract attention in the auditing department and insure payment before maturity.

When the three invoices are received at the auditing department, the extensions are carefully examined, and the amounts recorded. Then one copy is sent to the department receiving the goods, one to the store-keeper, and one is retained by the auditor.

Goods Are Checked In and Reported by Each Department.

Now when the goods specified on the invoice are received by the proper department, the department head signs a report or receipt for the goods and attaches to it the invoice, thus approving both at the same time. If there are any discrepancies between the report and the invoice, he makes a note to this effect on one of them. In either case he forwards the report, with invoice attached, to the store-keeper. Upon receipt of this the latter attaches to the report of the department head his own copy of the invoice, and places it in a file. The approved invoice from the department he returns to the auditor. The original invoice, it will be remembered, has never left the auditing department, but the duplicates have been the means of securing the information requisite to the payment of the bill. The wisdom of giving the invoice a distinguishing number when it first arrives at the purchasing department, is evident from the fact that it identifies it completely from any other invoice of the same date, commodity and shipper. With the invoice fully approved the auditor notifies the purchasing agent that "Invoice No. from..... Amount has been paid this date, voucher No." Thus a triple check on all outstanding invoices is completed.

Keeping a Check on the Work of Receiving Clerks.

While this system assures prompt and accurate dealing between all the departments handling the invoice, a most important incidental step in the receiving of in-shipments is the making of reports when goods first enter the plant. In large concerns this may best be handled by having at the store-room, where the loaded wagons first enter, a pad of consecutively numbered report blanks. As the wagon enters, the sub-store-keeper records on one of these blanks the contents of the load, weighs the load if necessary, and gives the report to the driver, directing him to the proper department. The sub-store-keeper retains a carbon copy of this report at the store-room, and by comparing these occasionally with the reports which have been returned with approved invoices, an additional check is available.

Shipments coming in in carload lots are received by a single clerk, who reports the contents of the entire car, assigns to each department the material belonging to it, and demands, of course, a receipt to assure his own protection. The reports being consecutively numbered, afford a check upon the receiving clerks, and any soiled or cancelled blanks must be turned in to complete the records.—System.

[illegible]

Form for Checking Incoming Shipments.

SHIPS AND SHIPBUILDING ON UPPER LAKES

More Tonnage Passes Through the Canals at Sault Ste. Marie than Through the Suez Canal. Some of the Finest Vessels of the Fleet have been Built in Canadian Ship-yards by Canadian Workmen. The Hamonic, which is Ready for Launching at Collingwood, will hold the Blue Ribbon.

A SAILOR has ever been famous for his ability to spin a yarn, so that the home of the sailor, the ship that sails the seas, should be a fair subject for a story. Such a story, however, can be told much more vividly by means of pictorial representation than by any number of mere words. Herewith Industrial Canada presents a few illustrations showing the course of construction of the newest of Canadian-built steamships, the Hamonic, built by the Collingwood Shipbuilding Company, for the Northern Navigation Company, and will make these the introduction and excuse for some facts about the merchant marine of Canada as it now exists on the Great Lakes.

Even a large number of Canadians are unaware of the fact that on Lake Superior a number of steamships are now employed which have a length of between 400 and 500 feet, and a carrying capacity greater than that of the majority of the vessels employed in the transatlantic trade. Moreover, some of these vessels, like the new steamer Hamonic, now being completed at Collingwood to traverse Lake Superior in connection with the railway service of the new Grand Trunk Pacific railway, have accommodation for passengers, in the way of state rooms, dining saloons, reception rooms, bath and lavatory accommodation and cuisine arrangements equal to that found on most ocean steamships. Indeed, the development of the lake steamships is one of the most noticeable features in the progress of Canada.

Canada's Merchant Marine.

If all the vessels of this fleet were to load at the head of the lakes and start together for the ports of the Georgian Bay, there would be afloat at that minute 6,340,000 bushels of wheat.

Fifteen years ago one million dollars would have purchased the whole fleet of vessels engaged in the Canadian lake grain trade. To-day the fleet is worth about \$10,000,000, based on an exceedingly conservative estimate.

The improvement of terminal facilities at Montreal, the improved system of elevation at Fort William, the enlarged locomotive and grain car, the deepened harbor and canal, have all contributed to conditions which accentuated competition.

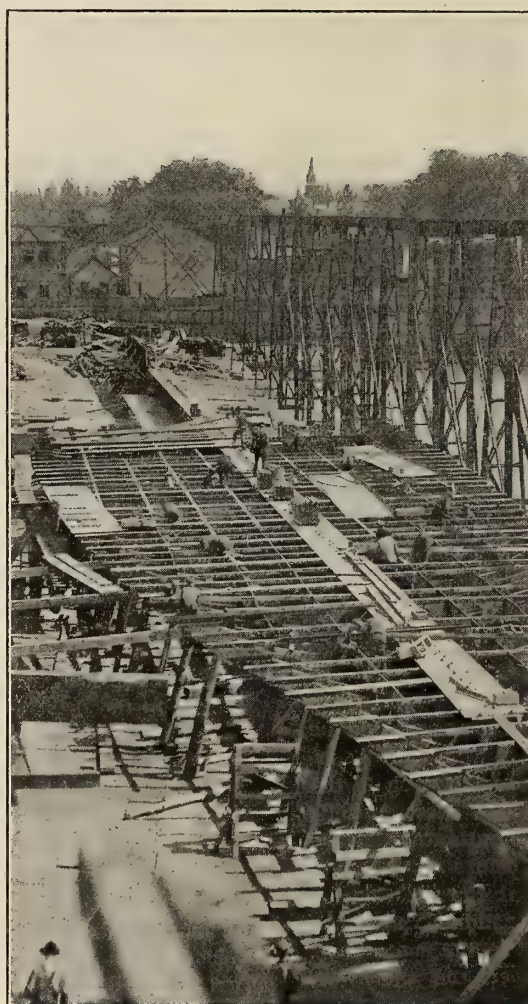
It is of especial significance to note that mammoth steel vessels, competent to carry over 300,000 bushels of wheat, are being built in dockyards on the lake. With the Canadian grain carriers of this class are the W. D. Matthews, Midland King, Midland Prince, and Collingwood. The latter is about to go into commission and has a capacity of 200,000 bushels of wheat. The Midland Prince, according to statistics provided by the Fort William Journal, has a capacity of 300,000 bushels, slightly less than the Osler, which is 510 feet long and can carry 310,000 bushels. These vessels are the work of Canadian shipyards, and a source of pardonable national pride. The work is equal, perhaps superior, to anything that can be done abroad, for the Canadian ship-builder understands fresh water conditions as the British ship-builder does not.

A Modern Lake Vessel.

The vessel whose construction is shown in the series of illustrations given herewith, the Hamonic, reaches the high-water mark in Canadian ship-building. It is expected that she will be launched within the next few days. She will be on the route between Port Arthur, Fort William, Sault Ste. Marie, and Sarnia, and so will be in competition with the best of the English vessels. That she will not suffer from comparison is already assured, for she will undoubtedly be the fastest and best-equipped boat on Lake Superior.

The dimensions of the Hamonic are 365 feet over all, 341 feet between perpendiculars, 50 feet beam and 27 feet moulded depth. The engines are quadruple expansion; cylinders 24, 35, 52 and 80 inches diameter by 42 inches stroke, to be supplied by steam from six 12 foot 6 inch boilers of 250 pounds working pressure, equipped with Howden

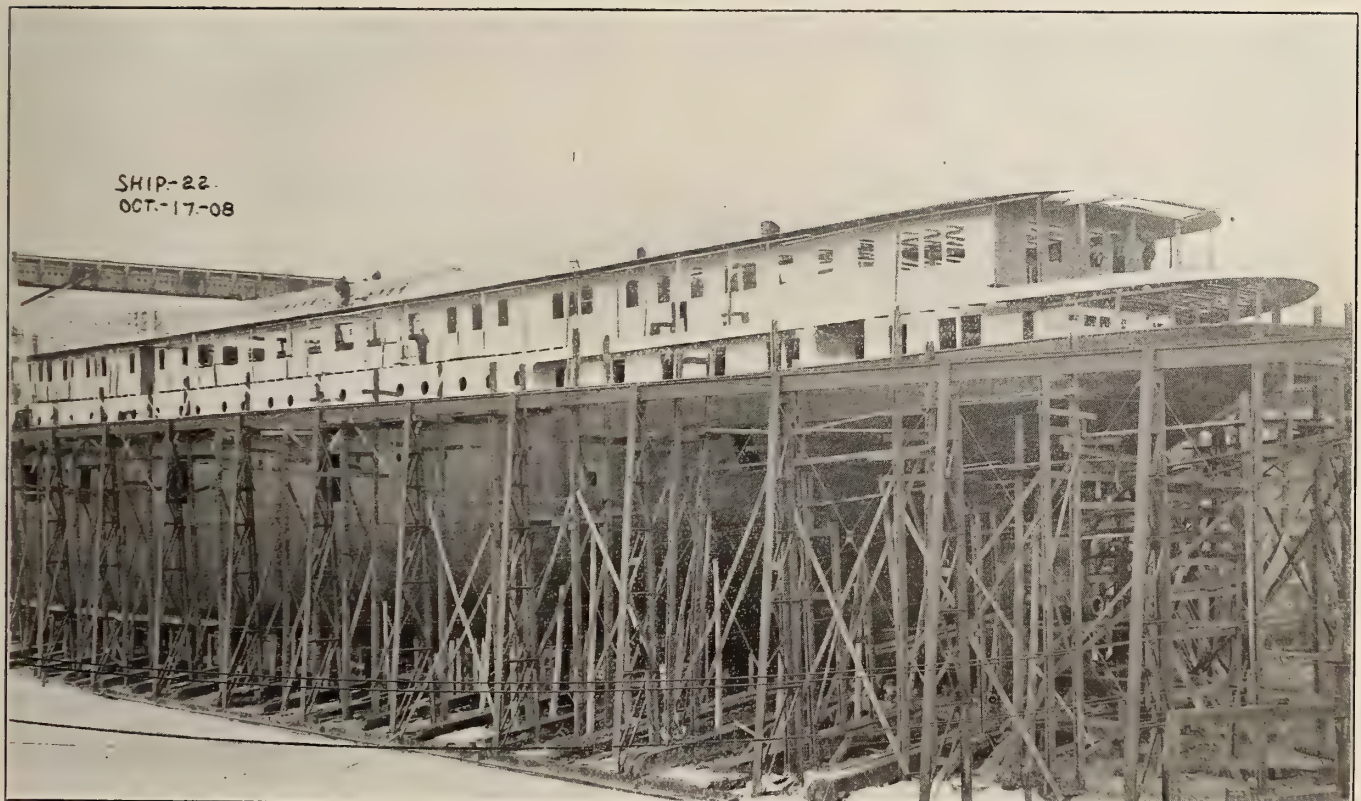
blast, which when developing 5,000 i.h.p. will give the ship fully loaded a speed of 17 7-10 miles per hour, or, when running in summer trim, a speed of 19½ miles per hour. The maximum i.h.p. of the engine and boilers will be 6,200 horse power, which should make her speed, when driven to the utmost, over 21 miles per hour. The ship is built on the channel system with double bottom and in accordance with the highest classification of the Great Lakes register. The freight



Laying the Keel of the Steamship Hamonic, Built for the Northern Navigation Co., at Yards of Collingwood Shipbuilding Co.



Steamship in Advanced Stage of Construction.



The Same Vessel Ready for the Launch.

hold is divided into eight water-tight compartments, thus making the vessel practically unsinkable. The coal bunker capacity is 500 tons; freight capacity, 3,000 tons; passenger capacity, 400 first-class and 70 second-class, and she will carry a crew of about 100 men.

The general appointments of the boat will be of the best. The vessel is one which is a credit to Canadian ship-building, an industry which has to operate under severe handicaps and with keen competition from abroad. That such boats are capable of being turned out is a matter for congratulation.

BUSINESS.

BY DOUGLAS MALLOCH.

It is the pulse of Progress, and its beat
 Records the nation's movements down the years.
 It is the bearer of our hopes and fears,
 And, to its steady rhythm, countless feet
 Keep step forever. It is music sweet
 To them that love it. To the pioneers
 It is a beacon. Singers and the seers
 Find inspiration in its busy street.
 It throbs—and laden ships unfold their wings,
 To rest their pinions in a foreign clime.
 It throbs—and 'round the earth the lightning springs
 To link a world in brotherhood sublime.
 It is the thing that moves all moving things,
 The mighty force that keeps in time with Time.

—System.

CANADIAN CUSTOMS RULINGS.

The following rulings have been made by the Board of Customs:

Coverings—Declared that goods subject to an ad valorem duty, usually sold with the inner or first coverings thereon included in the quoted price, shall be valued for duty at the fair market value as with the covering thereon, and be rated accordingly.

Steel Taps, for use in hand or power machines, item 453, British preferential rate, 15 per cent.; general tariff, 27½ per cent.

Electric Water Heaters, nickel plated, per sample, item 362, British preferential rate, 22½ per cent.; general tariff, 35 per cent.

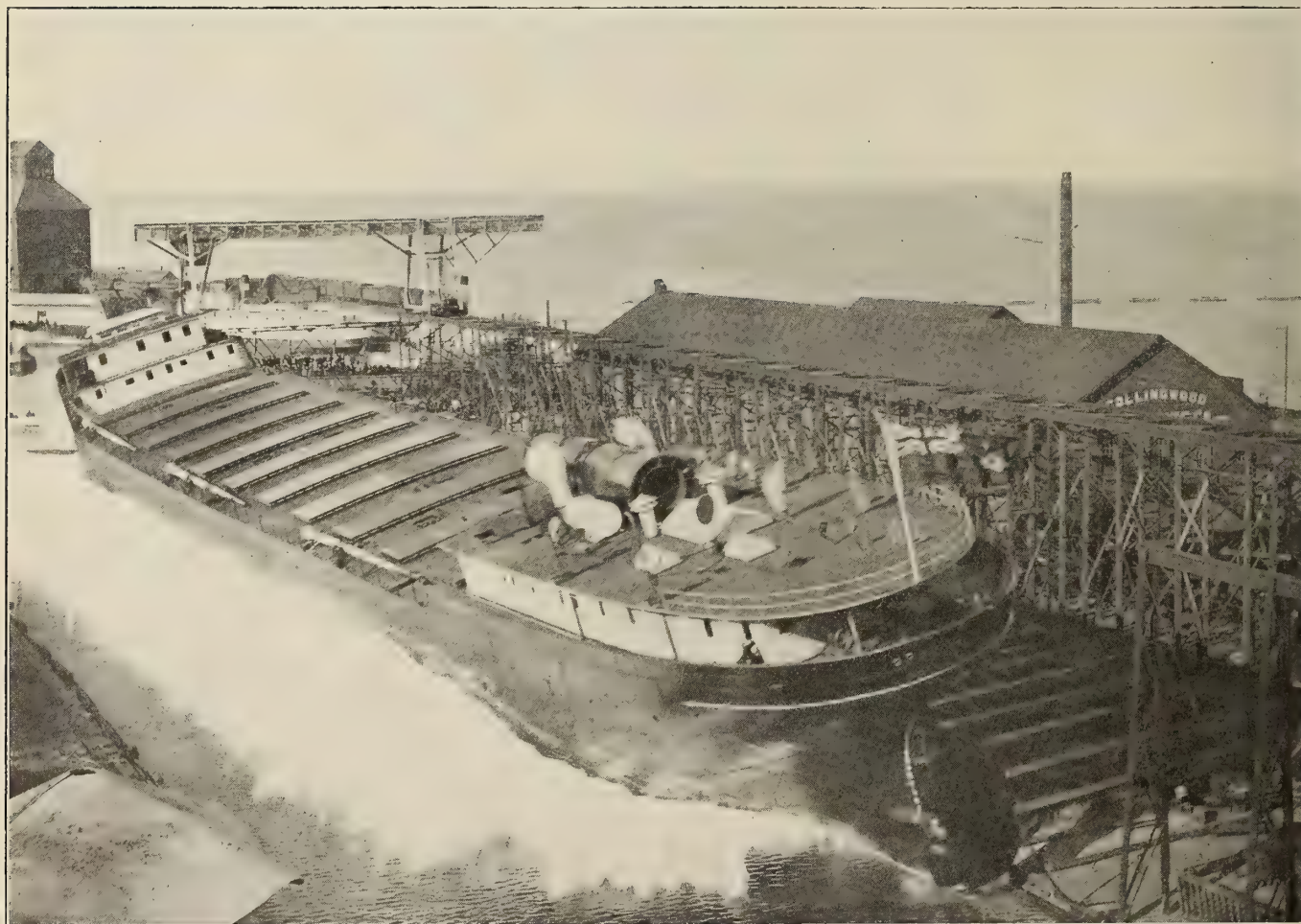
Tissue Paper, Transferro types, item 180, British preferential rate, 15 per cent.; general tariff, 25 per cent.

Steel Conduit Pipe, under 4 inch diameter, per samples, item 399, British preferential rate, 20 per cent.; general tariff, 35 per cent.

Steel Tubing, lap welded, with bell and spigot ends, to be connected together with lead joints, item 400, British preferential rate, 20 per cent.; general tariff, 30 per cent.

"*Agalite*" rock, ground, adapted for use in the manufacture of paper filler, item 296, British preferential rate, free; general tariff, free.

Converted Flour, adapted for use in the manufacture of sizing cream, for paper-makers' use, item 255, British preferential rate, 5 per cent.; general tariff, 10 per cent.



The Launch of "The Collingwood" Built for the Farrar Transportation Co.

TO SECURE INDUSTRIAL PEACE.

MR. WINSTON CHURCHILL, President of the British Board of Trade, has devised a plan for averting trade disputes. Its operation will be watched with the utmost interest, particularly in view of the experiment we in Canada are trying out, in the Lemieux Act. The British Act differs in several respects from the Canadian Act, although essentially it resembles it closely.

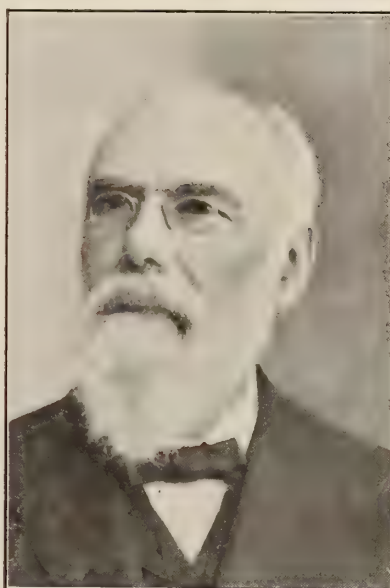
Three panels will be drawn up. The first, from which will be drawn the chairmen, will be composed of persons of eminence and impartiality; the second will be formed of persons drawn from the employer class; and the third from the class of workmen and trade unionists. The second and third panels will include a sufficient number of persons to afford reasonable probability of finding two who are of impartial mind in relation to any particular dispute; and Mr. Churchill expresses his belief that a Court of five persons will be more generally acceptable to the workmen than a Court of three only.

The procedure to be adopted is that, in any trade dispute in which both parties agree to accept the award of the proposed tribunal, a special Court for the purpose of hearing and adjudicating upon the case will be formed from the panels described, and will, if necessary, be aided by assessors appointed by the Board of Trade for the single purpose of fully explaining to the Court any special conditions which may exist in the trade concerned. As the personnel of the Court must, from the very nature of its constitution, be constantly varied, it is hoped that the institution as a whole will be in no danger of incurring unpopularity as a consequence of any single decision. The project can be brought into operation as soon as may be required, and no fresh legislation is necessary for the purpose.

The greatest hope of effectual adjudication under the scheme will be afforded, there can be little doubt, in the cases in which the aid of the new Court is early invoked, before there has been time for the cultivation of angry or vindictive feeling on either side.



MR. H. B. AMES, M.P.



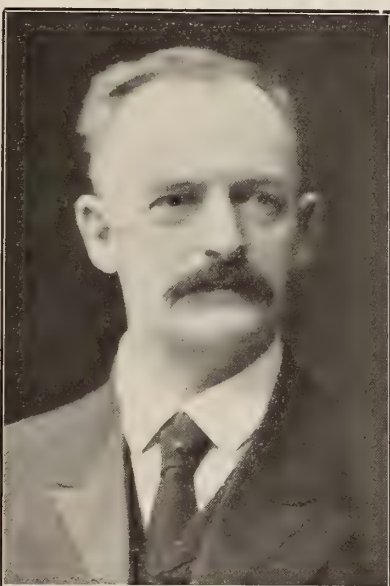
HON. WM. PATERSON, M.P.



MR. LLOYD HARRIS, M.P.



MR. W. S. CALVERT M.P.



MR. GEORGE CLARE, M.P.



MR. D. A. GORDON, M.P.

Some Manufacturers in the New Parliament.

IN THE LABOR WORLD

RELIEF MEASURES FOR THE WINTER.

IN response to a request from the City Hall, the Toronto Branch of the Canadian Manufacturers' Association, has offered some suggestions on the best method of handling the unemployed problem which was likely to arise this winter as it did last. There seems little doubt but that with the cessation of outdoor work a large number of men will be left out of employment. It is the regular condition in a country where a considerable amount of work is only practicable during summer months. This winter the situation will be aggravated by two main causes, first, the continued slackness of business, causing a curtailment in the staffs of factories and other business houses, and secondly, the worse condition, financially, in which those who are out of employment will find themselves, from the fact that the general lack of work during the past year will leave them without accumulated savings to face the winter. It is a serious problem which is presented to the city authorities, and they have shown wisdom in getting suggestions from all classes who have made a study of such problems in the past.

It is generally agreed that the desirable solution is to provide work for all. From the standpoint of the recipients and the public at large, the idea of charity should be kept out of the consideration as much as possible. The great majority of those who will be in need, would, no doubt, much prefer to earn what they get, and that spirit of independence and of self-reliance is an essential quality in the successful citizen of a new country. It is to be fostered and developed.

For that reason it will be well to go on with such public works as are possible. Toronto has decided upon a trunk sewer and a sewage disposal plant. The active carrying out of this work during the winter will provide occupation for many men. In self-defence, a restriction will be placed on the men who will be thus employed, so that only those who have been residents of the city for a certain number of months will be given employment. Otherwise there would be an invasion of the unemployed from other points.

There is, however, a large amount of what is known as relief work, work which has a value but is not immediately necessary nor such as to justify the expenditure of money on it at the present time, under ordinary circumstances. It was suggested by prominent bodies that for this work a rate of 15 cents an hour be paid, with a preference to be given to married men. This, of course, would necessitate the suspension of the city by-law fixing the minimum wage at something higher than this. Under the circumstances, the rate of 15 cents seems perfectly reasonable. The work which would be done requires no skill whatsoever, it is as much necessary. This is where the Department comes in. The Department, giving a statement of your case. You will find of road work and such like, so that a large number of men would be given enough to live on without suffering privations. In turning down this suggestion the Council cannot be said to have acted in the best interests of the city or in a manner to best meet the extraordinary conditions with which the city is face to face.

A DIVIDEND TO WORKMEN INCREASES OUTPUT.

THE head of a machine shop in the United States, employing 500 men, gives an interesting account, in "The Review," of an attempt, successful in this case, to make wages and production keep pace so as to benefit employer and employee alike. He points out that the premium system was first tried, but was a failure; the men would not go in

for it, their objection resting upon the fundamental ground that if a just rate was once fixed, based upon the normal efficiency of a man, then the man should have all the benefit of his increased endeavor. Well, the superintendent of the works evidently decided, after his plan broke down, that there was something wrong with his calculations, and so he went on studying the problem for a couple of years. And then, without any flourish of trumpets—in fact, without any sort of notice as to his purpose—he quietly started one man on a plan that swept through that shop and captured every man in it in a month. And this is the way he worked out the problem:

The works had reached its output capacity, and with an increasing volume of business crowding in upon the company, there was no room to extend the plant without a vast outlay. The superintendent knew that the only way to meet the demands upon him was to increase his output as the plant stood, and so he figured out that "more output" must take the place of "more capital." He was then working with a capital of one and one-half million. If he increased his output one-third it looked to him like adding a half million to his capital without selling a share of new stock. If he actually borrowed the money, or got it from a bunch of new stockholders, he knew it would cost the company a lot of interest, or the equivalent in dividends, and reasoning thus, he was led to the conclusion that he could afford to pay something extra to his workmen, per unit of production, provided they would give him the increased output.

He first settled upon the principle of giving the workman all the benefit of his increased output *and a bonus to boot*, the bonus fixed upon being 15 per cent. To illustrate: each operation was taken up separately, and the time required to perform it by an intelligent, industrious, competent mechanic was determined by a jury composed of the head of the cost department (who had all the records at his command), the foreman and the superintendent himself, the latter acting only as a referee or final arbiter. If, for instance, it required 3 hours to complete a certain job, as determined by the jury, and the workman's wage was 25 cents per hour, he would receive under the new system $25 \times 3 + 15\%$, or 86 cents. If later he did the job in 2 hours, he received the 86 cents just the same.

The bonus of 15 per cent. and the fairness of the set rate won the enthusiastic support of every man in the shop. Sometimes errors were made in fixing rates, but the low ones were promptly adjusted, and the high ones were permitted to stand until some different way of doing the work could be planned.

The result of this system within a year was to increase the production of the plant $33\frac{1}{3}$ per cent. over the former average. The men now all earn good money, are thoroughly loyal to the plan, and the company prospers by reason of producing four machines where the limit had been three.

A Book on Power Transmission.

A complete catalogue (B 7) has been issued by the Dodge Manufacturing Co., of Toronto, illustrating the lines of power transmission machinery and elevating and conveying machinery manufactured by them. The catalogue is most satisfactory in that it contains enough information to enable an intending purchaser to estimate closely what the net cost of an installation will be. Its schedules are clear and concise, and are illustrated by cuts of the articles listed. To possible purchasers, and every manufacturer is a user of power transmission machinery, the catalogue will prove a valuable book of reference. It will be sent, on request, to any address.

THE FUTURE OF CANADIAN FORESTS

Each Year the Inroads of Fire and the Axe are Reducing our Forest Wealth. Our Timber Though Great and Valuable is not Illimitable. Its Protection Becomes of Vital Importance.

WE should not be satisfied with a forest policy for Canada which is in any way inferior to the most advanced policy in force in any country. Germany's forest area yields a permanent net revenue of from \$2.40 to \$5.30 per acre. Saxony, which has 430,000 acres of state forests, produces each year 93 cubic feet of wood per acre, and, after paying all expenses therewith, shows a clear profit of five dollars and thirty cents per acre. Careful cultivation and conservation of all timber lands in Switzerland, France and Austria-Hungary, have resulted in similar profits. From these figures it would appear that so far Canada is far behind the nations of Europe in a proper appreciation of the value of forests.

The fact is, nature has been too lavish with us. To the early pioneers our timber areas must indeed have seemed illimitable. With spendthrift prodigality we have invaded area after area, district after district, and yet there has always appeared more beyond. But those who have watched the effect on the older districts have at last raised a warning cry. The land is becoming denuded and, whereas, in the first instance, it is probably more profitable for the lumberman to take what he wants and leave posterity to look after itself, it is the duty of Governments to protect for posterity

our natural resources, particularly those which by reproduction may be made permanent sources of wealth and profit.

Our forests are essentially of this class. By a wise policy of planting, our timber lands may be made to produce an annual crop with greater regularity and assurance even than the crops of the field. With proper restrictions, each year will see trees planted equal in number to those which were cut. We in Canada are, it is true, in a condition which differs radically from that obtaining in European countries. Private ownership of limits makes Government regulation a different matter from what it would be under public control. But it is the part of statesmanship to overcome these disabilities.

The waste in our present methods is nothing short of criminal. It is impossible, it goes without saying, to eliminate all danger from fire, but when we read of the millions of dollars' worth of loss which has taken place this year alone in this way, we are instinctively impelled to repeat the old saying, "an ounce of prevention is worth a pound of cure." An adequate policy will aim at protecting standing timber as well as replenishing the disappearing supply. No part of



One of B. C. "Babes in the Wood" of 1908.

the country was free from forest fires this year. Vancouver Island suffered heavily, Northern Ontario was afflicted and the smoke from burning woods tied up navigation on the St. Lawrence.



Logging in British Columbia.

Investments Dependent on Timber.

The need of perpetuating the supply becomes more evident each year. At first practically nothing but the timber itself was at stake, but now, immense sums are being invested in pulp and paper mills. These must have a continuous supply of timber. In addition to this, the value of water powers is steadily increasing, and it has been demonstrated many times that without forests a steady flow of water is impossible. In Ontario, streams, which formerly irrigated the valley through which their course lay, have become, through the clearing of the land, nothing but a dry river-bed during the summer months, while in the spring they pour down all their water in a tumultuous flood. The development which has taken place on these streams, together with the agricultural land which depends on them for its moisture, alike require that the sources be properly protected.

Our Present Position.

The position of Canada's forests has been summed up briefly as follows:

The larger portion of the commercial forest area of Eastern Canada is cut over and culled of its best timber.

The major part of the culled area, and especially the pineries, is burnt over; the natural reproduction being mainly of inferior kinds.

The supply of spruce for paper manufacture remains relatively the largest item in the commercial timber supply.

Little or nothing is done to protect or encourage the production of future supplies.

No man in Canada is better posted on the present condition of our forests than Prof. B. E. Fernow, of the Forestry Department of the University of Toronto. He has given this resume of the position of Canada's wood industry:

Although Canada is rated as one of the foremost wood exporting countries, it has, in later years, fallen considerably behind the United States, the latter doubling its wood exports during the last decade, and having, in a recent year, exceeded the \$60,000,000 mark, while Canada has hardly exceeded at any time \$40,000, and the rate of increase in exports, although steady, has been only one-third to one-half as rapid, namely, about three per cent. per annum. In comparison with other exports, however, the exports of forest pro-

ducts has considerably declined, for while in 1868 these form 34 per cent. of the total exports, in 1904 they represented only one-half of that figure. To my mind, this falling off of wood exports would appear as an advantage, if it were the result of policy and not of natural decline in accessible supplies. It is, also, to be considered an improvement that the proportion of lumber and manufactured wood goods, as against unmanufactured material, has constantly increased during the last decade, namely, from 5 per cent. to 12 per cent. of the total exports of forest products.

The Census of 1891 made the total forest production of Canada \$80,000,000 (\$16 per capita), the cut being figured at 1,400 million cubic feet for home consumption, and 600 million for the export, or altogether over 2,000 million feet, say 400 cubic feet per capita, a figure not very different from the per capita consumption in the States, but *twenty* times that of Great Britain.

The proposition of a change of methods from the current ones does not necessarily imply a criticism of the latter. The methods as they exist are of historical growth, and were devised for pioneering conditions and with a different purpose in view, namely, to secure income and to open the country for settlement, and for these ends they probably were the best that could be devised. But the time is here, if I am not mistaken, or rapidly approaching, when it will be wisdom to change these methods.

Some one has, with cogent logic, shown that the present method of disposing of timber limits under the triplex charge of ground-rent, bonus and stumpage dues, discourages the application of conservative logging methods on the part of the timber limit holder.

But I go further and maintain that the timber limit holder cannot, under any system of lease, be expected voluntarily to introduce forestry methods. It is the Government that must take the risk and stand the cost which new prescribed conditions of logging involve, and enforce such conditions.

There can be little doubt but that the Government alone can take care of the future, and whatever else may be said about Government ownership of public utilities, the long-time element in forest production singles it out as the most needful of Government activity.



"Shooting the Chutes."

IS FIRE INSURANCE AN INDUSTRY AND IS IT A SUBJECT FOR PROTECTION?

By E. P. Heaton

MUCH has been said from time to time by those engaged in the business of fire insurance of the alleged inconsistency of Canadian manufacturers in seeking protection for their own business products whilst placing the insurance on their factories in companies unlicensed to do business in Canada. The insurance press ever and anon deals with the subject, and, of course, the manufacturer is invariably held up to scorn and ridicule because of the attitude of those who indulge in the "perfidious" attitude complained of.

Possibly no more ingenious effort to seize a golden opportunity to strike at the root of this alleged "evil" has ever been made than is done by a well-known controversialist in the columns of the Montreal Herald, of October 8, 1908. An open letter therein appeared from Mr. T. L. Morrissey, the able manager of the Union Assurance Society, and a doughty champion of the rights of the oppressed insurance fraternity, to Mr. H. B. Ames, who was then running for Parliament, and was intended to entangle that gentleman.

Mr. Ames is quite able to take care of himself, and we have no concern in the political aspect of this or any other question. But it is not inopportune that the claim for protection for the insurance "industry" should be looked at from a point of view other than that which Mr. Morrissey presents, and which is so commonly adopted by speakers and writers on his side of the fence.

In order that some common ground may be reached for a proper understanding and discussion of the subject, it is desirable that the terms "protection" and "industry" be properly appreciated; and perhaps Mr. Morrissey will accept the definitions of the Century Dictionary on these co-relative terms.

"Protection" is defined as "a system of fostering or developing the industries of a country by means of imposts on products of the industries imported into that country."

"Industry" is defined as "*productive* labor; specifically labor employed in manufacturing."

Keeping these two definitions in mind, the following quotation from Mr. Morrissey's letter will be read with interest:

"It may be that there is some essential difference between the industry I am engaged in and the industries you think should be protected, which would entitle them to protection

and debar me; but I must say, in all sincerity, I am unable to see any such difference."

An Important Difference.

It is hardly open to doubt but that there is an essential difference between a manufacturer converting raw material into a finished article by the aid of skilled *productive* labor, and a fire insurance company. So far from there being no difference, we can scarcely understand where the slightest similarity exists, and thus a diametrically opposite view is at once brought to an issue. Everybody understands what a manufacturing establishment does, and it is now fairly generally admitted that protection is a necessary condition; even Sir Wilfrid Laurier, in a recent speech, after pronouncing

himself a theoretical free trader, adopted the practical view just expressed. But wherein is a fire insurance company a manufacturer—a producer, a converter of raw material into a finished article? With the solitary exception of manufacturing rates (in that capacity are they not all skilled laborers?) it is hard to discover wherein they can lay claim to being an industry. As a matter of fact, if we mistake not, the claim is made with some degree of persistency that it is not even a business, but an honorable profession!

After all, what is a fire insurance com-

pany? Merely a charitable society, organized for commercial gain, under systematic and well-studied plans. They collect money from the many in the form of premiums, and distribute it to the few in the shape of loss payments, and from the moneys they receive they pay expenses, maintain a reserve (of which more later), and pay to the shareholders whatever dividend it may be prudent to declare. In other words, for every dollar that is paid by the insured sixty or sixty-five cents in Canada, and less in most other countries, is returned to those who contribute to the fund for the purposes previously described. This is a result that can scarcely be termed "*productive*."

I am quite aware that Mr. Morrissey will claim that fire insurance is a necessary adjunct to a manufacturer's business, and that without a system of the kind industry would be paralyzed; that is an economic condition that must be freely admitted, but that is not the point that is being dealt with.



Modern Lumbering by Steam Train.

Up to this time the sole issue is one of similarity of difference. While there does not seem to us to be any similarity between the two, we are quite prepared, for the sake of argument, to accept Mr. Morrissey's conclusions that there is no essential difference between a manufacturing industry and the fire insurance "industry," and that both equally need the foster-mother, "protection." Keeping in mind the interpretation and generally recognized purpose of that policy, it naturally follows that the object of protection would be to build up Canadian insurance companies, and that Canadian companies—not foreign ones—should take advantage of the home market. Mr. Morrissey represents a foreign corporation, and in pleading for protection for his "industry" it is scarcely supposable that he wants the term applied in its general acceptation. He cannot possibly mean that, for at the time applications were before Parliament for charters for the two Canadian mutual fire insurance companies proposed to be organized under the auspices of the Canadian Manufacturers' Association, he was the mouthpiece of concerted opposition to the granting of any conditions not enjoyed by the others. Equality, not protection for Canadian fire insurance "industry," was then his slogan.

If, however, Mr. Morrissey means protection as it is universally applied, he will not only find considerable support from the Canadian manufacturers, but also an entirely consistent attitude on the subject. Although I have no authority to make any statement, and am expressing only my own personal opinions, I would like to assure Mr. Morrissey that if such be his view, and some practicable scheme can be prepared to bring it into effect, he will have all the support and influence I can bring to bear as the Manager of the Insurance Department of the Canadian Manufacturers' Association.

Restrictive Laws.

Mr. Morrissey, in the letter previously referred to, speaks of the companies legitimately engaged in fire insurance in Canada being "hedged about with restrictive laws." One would almost think that our law-makers had singled the insurance "industry" out for specially repressive and burdensome legislation which made life a burden to the companies. It is true that our law-makers have decided that the "industry" is a fit one for "protection," but also it is not the kind Mr. Morrissey wants; the protection is for the Canadian public, the policy-holders of the companies, and in practice the law is built upon the theory that they, as trustees, must retain in Canada, in the hands of the Receiver-General, approved securities of sufficient value to guarantee the repayment of moneys advanced to them and other liability they have incurred to the public. This is what is meant by the term "reserve" used in a preceding paragraph. There is nothing restrictive in a measure of this kind, it is merely a prudent safeguarding of the interests of the general mass of the policy-holders and there is little else in our laws to worry the companies.

As a matter of fact the majority of foreign companies licensed to do business by the Dominion Government have only in Canada enough assets to barely satisfy the requirements of the Act; and, be it remembered, these assets consist of, or are purchased from, the moneys paid as premiums, *in advance* by the assured, and therefore the companies are only leaving with the Government moneys which they have not earned, and which they only hold on conditions of trust. If this forms the basis of Mr. Morrissey's complaint of "restrictive laws," few will be found who are likely to find fault with the wisdom or necessity thereof.

Unlicensed Competition.

Apart from the manufacturers who place their insurance in the New England mutual companies (of which more presently) who thereby become a class to themselves, who is responsible for unlicensed competition? Up to a very recent date every foreign company transacting the business of fire insurance in

the Provinces of Ontario and Quebec, and several Canadian companies absolutely shut out all competition by a combination which regulated the price of insurance. Mr. Morrissey may, perhaps, deny this, as he did at Quebec on a recent occasion, shielding himself behind a mere pretence, viz., that the underwriters did not "fix" the price; that it was competent for the companies to exercise their own volition as to how high the rate should go. The point I then made, and which I now repeat, is that the members of the Underwriters' Association dare not accept a risk, or issue a policy thereupon, at a fraction of a cent *less* than the rate promulgated by their rating officers, and if that is not choking off competition it is hard to coin a word to adequately express it. If Mr. Morrissey wants to suppress unlicensed competition the surest way to do it is to abandon the fixing of net minimum prices. So long as the combination shuts out legitimate competition there must be unlicensed, or illegitimate, competition; but the blame must not be cast upon those who require insurance, but upon those who say you can only get it on our terms.

Laws Not Restrictive Enough.

A word, merely in passing, may be given to a feature that has not come prominently forward. Nearly all, if not all, foreign insurance companies do in a wholesale way what Mr. Morrissey complains of the manufacturer doing in a retail way; and, if the latter are to be adjudged guilty, equally so are the others, and the example is a bad one. If anything, our Canadian law is not restrictive enough, in that it permits, or at all events is silent about, the relations of companies with other companies scattered over the four quarters of the earth. For every ten thousand dollars of insurance premiums paid by the people of Canada to unlicensed companies it is safe to say the licensed companies pay fifty thousand dollars or more. Why should they be permitted to deprive the legitimate, law-oppressed *Canadian* companies of premiums which would build up twenty strong offices. If Mr. Morrissey's solicitude of the home market for licensed companies is worth anything at all, let us have it in its fullest application.

New England Mutual Companies.

I have already referred to the manufacturers insuring in these offices as a class to themselves. It is not a question of cheap insurance with them so much as it is reliable mutual insurance, which operates on an admittedly different basis to the stock companies, and if they cannot buy what they want in Canada—and it is quite certain they cannot—why should they be compelled to put themselves in the hands of companies whose insurance they do not want. Mr. Morrissey may, and probably will, say they can give them something equally as good—indeed, I should not be surprised if he used the term "better," but an opinion of that kind will not offset the splendid results achieved by the New England companies over a period of half a century. When Canada is large enough it is to be hoped the demand for factory mutual insurance will be met by an adequate supply, but it is safe to say this will not be accomplished without the most persistent opposition from the companies which offer something as good.

An Acknowledgment.

We are glad to acknowledge the courtesy of Elder, Dempster & Co. in transporting shipments of the Trade Index Number of "Industrial Canada" to Capetown and Mexico free of charge. The wide circulation of the Trade Index has done much to develop foreign trade, and we trust that the increased business which will emanate from the distribution of these lists of manufacturers will compensate the steamship company many times over in freight revenue.

THE PROFESSIONAL ACCOUNTANT AND AUDITOR

His Sphere of Usefulness in Relation to the Manufacturer

By George U. Stiff/

(Of Stiff Brothers, Chartered Accountants.)

THE functions of the public accountant vary according to the nature of the business of those by whom he is engaged. His service to a financial undertaking is of quite a different character to that required by the manufacturer; for, while his principal object with the former is to prevent manipulation of the funds and accounts, with the manufacturer this is but incidental to the broader and more useful service of supplying the management with reliable information upon which to act in the conduct of the business.

The publicity recently given to several instances of manipulation in accounts supposed to have been examined has caused a feeling of uncertainty in many minds regarding the value of an audit. It is admitted that a safeguard which fails to protect is more dangerous than no precaution at all. But unless the client clearly understands what the auditor undertakes to do for him, he often imagines himself protected to an extent which no conscientious auditor would have him believe.

Less than half a century ago auditing as practised in connection with even some of the most important undertakings was a perfunctory performance. The qualifications of those appointed for such work being of social importance rather than skill at accounts, the luncheon and bottle of wine which accompanied each day's session was more thoroughly tested than the accounts. The failure of this amateur work produced the professional auditor, and, thanks to the steadfast endeavors of many thoughtful, serious students of accounts, the standard has been steadily raised, until to-day it is recognized that special training and varied experience are indispensable to properly equip a man for the responsibility of undertaking the work of an audit. Those Institutes of Chartered Accountants which insist upon searching examinations and experience qualifications before admitting to membership and conferring their degree are doing a work of great value in supplying certificated men for the service of finance and commerce! One may make an unfortunate choice of a physician or in the person to whom he entrusts his legal business, but in choosing he always selects one whose training and equipment are certified up to a certain point; after that it is the individual who counts; the personal equation enters into the calculation; and so it should be with auditors, and yet not guarantee absolute immunity from error.

There are many who scoff at the value of an audit; while some, going to the other extreme, have exalted the functions of an auditor to a point of omniscience. Between these two views is a line of service which, according to the degree of ability and conscientiousness of the accountant, can be made a powerful factor in safeguarding and developing a business.

Where the Manufacturer Profits.

THE question which naturally suggests itself to the manufacturer is, How will it advantage me to engage such services? And the subject divides itself into further queries somewhat as follows:

1. Can it improve the methods at present in force, which are the result of long experience?
2. Can it assist me in regulating the operation of my business?
3. Can it increase my profits?

We shall take these questions up separately. In the first place, it must be admitted that no one business has a monopoly of all the good ideas, so that if the best methods in vogue in different businesses were consolidated into one smoothly running scheme we would have the perfect system. The accountant, in his daily round becomes conversant with the great variety of methods employed and the results obtained from them, and in studying their effect he is constantly seeking to improve their usefulness. The knowledge thus acquired by his varied experience will be broader and more general than is possible in the case of a man whose field of observation and action is bounded by the walls of the one industry he is engaged in. It must not be supposed that the engagement of an accountant will, of necessity, mean the discarding of all present methods, a revolution in the plan of conducting a business, but rather the employment of one who will seek to improve and strengthen that which is good; for the system without some good points is rare, and who will devise or adapt methods to take the place of those which do not accomplish their intended object, and generally devote his energies to securing the smooth-running and harmonious organization necessary to successful operation.

In reply to the second question, it will be admitted that while facts and figures setting out the results of past operations are necessary and of interest, the value of even approximately correct information on present workings is far greater and of far more practical value in directing the immediate policy of the management. While there may be a melancholy satisfaction in knowing at the end of the year how and why you have lost money, there is a practical value in knowing "the how and why" at the time it is occurring, so that every effort may be directed to a remedy. The accountant should be able to scientifically classify and distribute the various receipts and outgoings so as to bring them into an intelligent and instructive statement or exhibit of the operations of a business; and, from actual results so obtained, to establish a basis for short-period statements of current business, which will be verified by actual results periodically. Running results will indicate at the time waste of wages or material, which are not always caused by neglect, but frequently the outcome of faulty direction or superintendence, and will tend to keep the production department up to its maximum, the selling staff keenly alert, and the office alive.

Cost of Particular Departments Must Be Known.

IN considering the third proposition, it must be borne in mind that in many businesses the profits to-day are largely made up of the savings effected in production. In many lines the price is settled by competition so keen that it is no wonder some are driven to the wall. The development in transportation and similar facilities has been so great that we are now a world market, and the manufacturer, with the assistance given to his particular industry by the customs tariff, must compete with similar goods from Great Britain, the United States, Germany, and elsewhere.

To do this successfully he must know what it is costing him to make his goods, to sell them, and to manage his affairs. If accurate information shows that his manufactur-

ing, selling, and management expenses do not leave a living profit, he must either go out of business or set at work to reduce his costs and cut down his other expenses. But unless accurate information—information he feels confidence in, is available, he has no chart to lay his course by, and can only flounder.

And it is not to those alone whose profits have reached the vanishing point that the value of such information is great. We have, as a result of the limited market for our manufacturers in Canada, a number of industries making varied lines of goods under one organization. And these varied lines come into competition with those which are produced elsewhere as the sole output of the industry. The price is settled by competition, though the conditions of production are not as favorable to us. In such instances it is absolutely necessary in the interests of good management that the business should be so departmentalized as to show the actual results derived from each line. Instances are not rare of very profitable lines being linked up with ones which resulted in loss, but the facts were not known until each line had to stand on its own base.

What the Auditor Will Investigate.

TO cover his ground the auditor will make an exhaustive and careful examination of the general ledger accounts and the entries leading thereto. To set out in detail the work this involves would be too lengthy for this article, and of little interest to those to whom it is addressed. In general, he will see that all expenditures are correctly distributed so as to intelligently indicate the costs and expenses of the business, and in doing this he has to assure himself that such expenditures actually were made in the interests of the undertaking. To accomplish this it is clear that there must be some method of certifying to or authorizing the payment of accounts by some person or persons of recognized authority. But no one person can successfully give detailed attention such as this, so it becomes necessary to adopt various systems of internal check to provide a certificate upon which an auditor can rely in his examination.

Of course, a searching examination of the bank account and of the cash book, including an actual count of the cash, will be made. The vouching of cash disbursements is usually a simple matter, because receipted accounts or certified accounts and endorsed cheques to correspond are generally available. But to vouch the cash received is a matter of difficulty, and one in which the most careful audit may fail temporarily to disclose irregularities. If there are cash sales, some sort of counter check book, which will supply a record for the auditor, should be used, otherwise he can do nothing to check this item of receipts.

Some record of payments from customers, such as carbon copy receipt books, or a rough memorandum book in which the person opening the mail notes down all remittances, supply the auditor with useful aids in vouching the cash received; but, without communicating directly with each customer and getting an acknowledgment of the account (an impracticable step except under extraordinary circumstances), an auditor cannot tell if the cashier appropriates a payment and omits to enter it in his cash book. Such fraud can only be guarded against by some head carefully scanning the personal accounts from time to time, paying particular attention to those appearing as slow or irregular in their payments. Another effective guard against this kind of fraud is to have the customers' ledger kept and accounts rendered by someone other than the cashier. An interchange of duties by the staff also is effective in this regard, because collusion becomes necessary to conceal manipulation.

An auditor can advise on and suggest many such methods of avoiding this danger, but he cannot prevent it without your co-operation. An auditor will insist upon some systematic authorization of all credits for returns, allowances, etc., as it

is comparatively easy to put through improperly such entries unless means of verifying them is provided.

A Check on Material and Labor Cost.

THE principal feature distinguishing the accounts of a manufacturer from other mercantile ventures is the purchase of labor and material. To the manufacturer time and material are equivalent to money, and should be as jealously safeguarded and as carefully and systematically recorded as his cash.

To satisfactorily audit the purchases of materials it is necessary that there should be a proper system of ordering, receiving, and paying for goods.

The certificate of some responsible person should appear on the face of or attached to every bill of goods paid for. This certificate should cover at least the receipt of the goods, the price, and the arithmetical accuracy of the bill. As to the receipt of the goods, invoices should never be sent to the receiving department. You require from that department an accurate count and description of what is received, without respect to what is said to have been shipped; and the chance of an accurate count is lessened if you let the receiver have the invoice. The price and also the quality of the goods are matters coming under the supervision of the purchasing department, and should be certified accordingly.

The Question of Wages.

WITH respect to wages, the number of hands employed governs very largely the system of time-keeping and paying adopted. Where the number is not large, a system of pay-ticket, to be receipted and presented to the cashier, will enable the auditor to vouch all wages payments, and he will go further and check at least occasionally these pay-tickets with the foreman's or time-keeper's register. If a system of time clocks is in use, the composition of the pay-roll will be checked from the employees' cards, and all extensions verified. If any labor is done by piecework, the operator's record, duly certified, will be checked to the pay-roll. Any weak spot in a pay-roll system will be brought to the notice of the management, in order that it may be remedied.

Constant vigilance is necessary to prevent pay-roll frauds, which take the form of padding with dummy names or with extra hours, incorrect rates, neglect to deduct advances, etc.; and it is only by a good system, passing through several hands to obviate the possibility of collusion, that an auditor can satisfactorily vouch the wages account.

Conclusion.

TO sum up, without a carefully worked-out system of internal check, whereby certain reliable vouchers or certificates eventuate for the auditor's use, it is impossible for him to thoroughly inspect and certify the accounts of a manufacturing concern in detail at any reasonable fee. The audit will have to be limited and incomplete in some respects unless the automatic effect of a good organization works with him, and he tests and tries its efficiency.

In the case of a company, an auditor will look carefully into the organization of the corporation, the allotment of and payment on share capital. He will also examine the by-laws and minute books of the company, to see that the business is being conducted within the powers and according to the instructions of the corporation. Furthermore, he will see that the corporation books are properly kept, in accordance with the recognized practice in company law, so that the record of the directors' and shareholders' acts may be in order if occasion for their production arise.

At the risk of appearing to repeat, we would emphasize that it is the constructive service of the accountant, building upon the analytical and critical work of the auditor, which is necessary to the manufacturer; and, while the former would include the latter, an audit would not necessarily imply that the full advantage of the former was being obtained.

A VISIT TO THE FARM

The Toronto Branch of the Association are Entertained at the Guelph Agricultural College and are Shown what Technical Education is Doing for the Farmer.

SOME of the members of the Toronto Branch of the Association who visited the Agricultural College at Guelph on October 31st, had more or less dim and hazy recollections of their early years down on the farm; others had never had the advantage of that kind of education. It is safe to say that there was not one who was not astonished and delighted with the modern and scientific methods of farming which were revealed in all the departments of this outstanding example of successful technical education. Nothing but good can come from such a visit. In all discussions upon the relationship of manufacturers and farmers, any friction or conflict of interests which may appear must come from a lack of understanding of the conditions surrounding one or

on the work of the College. He referred to the fact that year after year large classes of educated farmers were passing out into all parts of the country and were serving as a leaven to raise the general standard of agricultural science. By improved and scientific methods the earning power of the farmer increased. The idea was not to raise two blades of grass where there formerly was but one, but to make the one stronger and better. So, under the methods employed at the College, the yield from cows, the value of other live stock, the crops of the field, were all improved. He spoke, too, of the experimental work which was being carried on for the benefit of the farmers and the results which had been accomplished.

A Community of Interests.

Speaking for the manufacturers, Mr. R. Hobson discussed the relationship of farmers and manufacturers. While clearly admitting that agriculture was the basic industry of the country, he pointed out the advantage to the farmer of having a market at his door for the produce of his fields. Farmers buy extensively of manufactured goods. Why should they not have the benefit of the market which is established somewhere by the manufacturer? After a convincing development of the subject, he congratulated Mr. Creelman on the excellence of the work which was being accomplished by the College and Macdonald Institute.

After much cheering, which was responded to by the college yell of the Domestic Science girls, the party resumed its tour of inspection. The live stock, grains and grasses, flour and bread making in the Chemical Laboratory, and farm machinery, old and new, in the Mechanical Building, were in turn viewed. In each Department the Professor in charge gave a brief outline of the work which was being done. The old adage, "Let the cobbler stick to his last," might have been taken to heart by some of the manufacturers, whose inquisitiveness on fine points of agriculture revealed an ignorance such as would delight any farmer. "If you cross barley and oats, what kind of grain will result?" was one of the questions propounded by a manufacturer to Professor Zavitz. Another member apparently thought that a course dinner was served to the stock. Professor Zavitz had been telling of the advantages of barley and oats as a fodder. After a long experimentation he got a kind of barley which would ripen at the same time as oats. Thus the farmer could sow oats and barley in a field together and have the desired fodder. The question came from a manufacturer, "How do you separate them for threshing?" Still another found it hard to believe that the same weights of flour would, on cooking, give different weight loaves. The idea that one flour would retain more water than another, after baking, was inexplicable to him.

The day was a most enjoyable one, made so not only by the interesting processes which were new to most of the visitors, but more particularly by the courtesy which was shown by Mr. and Mrs. Creelman and the entire staff. Mr. Creelman has just the enthusiasm for his work which spells success, and he has a staff around him which seems, without exception, to be imbued with a similar spirit. The Province has good reasons for pride in its Agricultural College, nor should any false idea of economy interfere with its continued growth. The people will stand for any expenditure within reason on an institution which is doing such an admirable work.



GEORGE CREELMAN
President Guelph Agricultural College

the other, an absence of sympathy between them. A better understanding, a closer sympathy will be established by more frequent intercourse, by each getting a clearer grasp of the view-point of the other.

It would be worse than useless to attempt to describe the tour of inspection. That was the very reason the trip was taken, because no written account could adequately picture the work which is being accomplished.

Where Housekeeping is Taught.

Before lunch the Dairy and Poultry, Horticulture and Biological Departments, and Massey Hall and Library were inspected. An adjournment was then made to the Macdonald Institute, the School of Domestic Science, where it was shown in a most interesting manner, how that branch of Technical Education was carried on. That cooking is well taught will be vouched for by all who had the good fortune to be present. The lunch which was prepared and served by the students was in itself a high compliment to their ability. Their courtesy was greatly appreciated.

After lunch President Creelman spoke for a few minutes

A PLAN FOR IMPROVING TORONTO HARBOR

Owing to the Present Condition of Toronto's Harbor Manufacturers are Practically Debarred from the Benefit of Water Transportation. How Adequate Shipping Facilities Could be Provided.

TORONTO has attained a favorable position as a manufacturing centre. This has been the result partly of her geographical position and partly of the competition which has been brought about by her railway connections. As a consequence of the latter, reasonable freight rates were secured in the past and raw material was landed at the factories at a price which compared favorably with that of other cities. Of late years, however, freight charges have been playing a more important part in the cost of production. With more competition, the manufacturer who could save a percentage on the cost of his materials through proximity to the base of supplies was placed in a commanding position. The question of transportation has become of the highest importance.

The fact is, Toronto has not made the most of her opportunities. At sporadic intervals an agitation has been stirred up to improve her water facilities, but so far the problem has not got past the stage of discussion. Yet it is true, more now than ever before, that unless the manufacturers get the benefit of water transportation they are going to lose out. They must have it to bring in their raw material. They must have it to distribute their finished products. If they do not get the service in Toronto they will get it somewhere else, or will go down before the competition of manufacturers who have such advantages.

Here is the proposition in a nut-shell. Toronto is a lake port in name, with a harbor sufficient for a large amount of shipping. At the eastern end of the bay the city owns an extensive area of marsh land, readily accessible by railway lines, which could be filled in and made into an admirable site for factory purposes. The bay itself is for the most part shallow, largely because the city pours into it all its sewage. The entrances heretofore have not been the best, though the western gap is now being greatly improved. Along the lake front are scattered half a dozen factories, not more than two or three of them having dockage facilities. Because of these conditions no large boats enter the harbor. The big ones cannot, in fact, so that the liners ply between Montreal and the head of the lakes, taking in some ports on the way, but not Toronto, the most important of all from a shipping standpoint. Toronto has the latent possibilities of being a big lake port, but she has failed to convert those possibilities into an actual condition.

The Need Generally Admitted.

It cannot be said that the business interests are not alive to the necessity of improving the harbor. The question has been discussed at citizens' meetings time and again, nor has there developed any opposition to the idea. As a speaker at a manufacturers' luncheon a year or more ago said, "We are all agreed on the necessity for harbor improvement; the question for us now is 'how' and 'when.' The answer to the question 'when' at that time was 'immediately,' but many suns have risen and sunk since then, and yet no progress has been made. The Federal Government was approached with a proposal having for its aim the union of the Dominion, Provincial, and Municipal Governments in a scheme for improvement, but nothing came of it at the time. But not one rebuff nor the failure of one proposition should bury this question.

It is of the utmost importance to the city, and the citizens cannot afford to sit around and passively see it downed. If one scheme for financing the work is found unfeasible, the alternative is not to throw up the work; it is rather to cast about for other methods. It must be taken as an established fact that the industrial prosperity of the city makes necessary a proper and adequate water transportation system.

Nor should there be any delay caused by the adoption of a proper scheme of improvement. "Industrial Canada" publishes herewith a plan embodying the ideas of a leading engineer who has given much time and thought to the problem. This plan shows a scheme which is easily workable, entirely feasible, and not necessarily of great expense. It might well serve as a basis for such improvements.

A Scheme for Improvement.

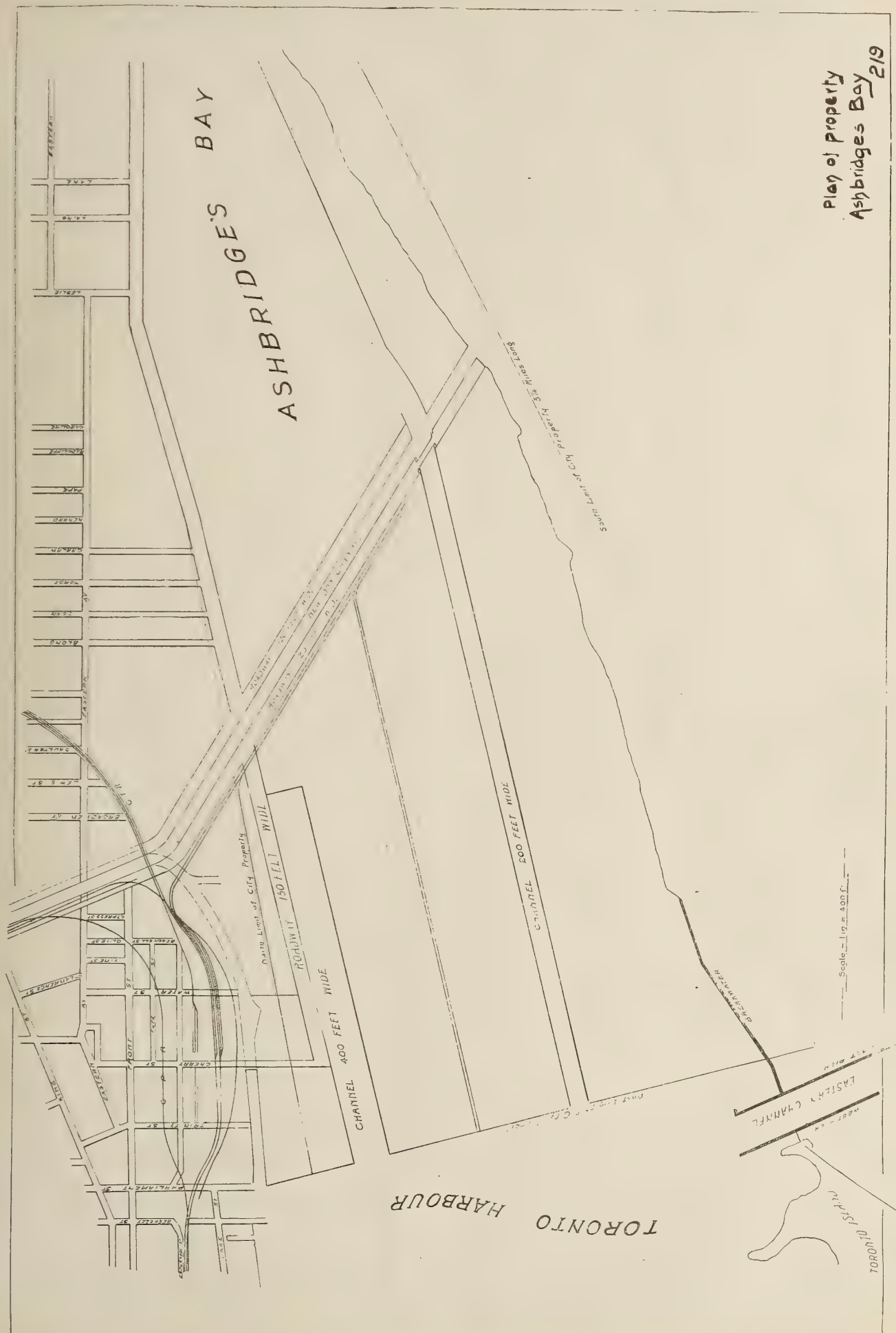
Without going into elaborate detail, for the plan as published is largely self-explanatory, the idea might be outlined as follows: The Don River, which now empties into the bay and helps to fill it up with its silt, would be diverted and would flow across Ashbridge's Marsh direct into the lake, as indicated in the map. The part of the present marsh west of the new channel of the Don would be filled in first. Into this wide channel would be run, as indicated, deep enough for the largest freighters to enter. Onto this made land and down the middle between the channels a railway line would be run connecting with all lines entering the city. This railway would be owned by the city, or by a company independent of the existing companies. In this way there would be ample room for factories facing on the channels and running back to the tracks, so that each plant would have direct connection with both water and rail routes.

It is unnecessary to point out the advantages which would accrue to the manufacturers from the carrying out of some such scheme as this. They are patent to all. What does seem necessary to be pointed out is the urgent necessity of action. There has been ample discussion already; it is time now that something were done.

"Free Lighterage" Rules Again Modified.

The following new regulations governing "free lighterage" at the port of New York went into effect September 15:

"On carload eastbound 'Lighterage Free' freight (except Lumber), three free export lighterage deliveries or one free domestic lighterage delivery will be made from any one car, any additional lighterage deliveries from the same car will be subject to a charge of 3 cents per 100 pounds with a minimum of \$6.00 for each lighterage delivery, except that any remainder of freight from the same car may be delivered at any one regular New York or Brooklyn station, subject to a charge of \$1.00. The above charges will be in addition to the freight charges. When more than one lighterage delivery from any one car of lumber is made, the charge for each lighterage delivery, after one free delivery, shall be 3 cents per 100 pounds, with a minimum of \$6.00 in addition to the freight charges."



A Plan for an Improved Harbor

FREIGHT

Have You Transportation Troubles?

Transportation troubles are the specialty of the Transportation Department of the Canadian Manufacturers' Association. Every manufacturer experiences them from time to time. It is not always easy or convenient, however, for the individual to establish the justice of his claim. Time and persistence are necessary. This is where the department comes in. The Manager is constantly in close touch with the railways and the Railway Commission, and through his offices, members are continually getting claims adjusted, rates equalized and errors corrected. The next time you feel aggrieved, write the department, giving a statement of your case. You will find that it pays.

Canada's Waterways Excel.

At a recent meeting of business men in New York, the Chairman, M. Albert E. Henschel, made the following references to Canada's waterways:

"For years I predicted that the energetic efforts of our Canadian neighbors would succeed in providing the cheapest means of transportation between the great West and North-west and the Gulf of St. Lawrence. The withdrawal of the steamship service from the port of New York conclusively proves that Canada has walked off with the prize of furnishing such outlets to the sea. The Dominion is ably assisted in the diversion of traffic by New York's exorbitant wharfage and other terminal charges, which can only be eradicated by the action of the State Legislature. Such remedial legislation has met defeat year after year at Albany. Now, with the practical tying up of commerce between Buffalo and New York, it is time to use heroic remedies at the people's command, that will bring defiant railroad managers to terms. The Legislature should abolish in toto those great commerce annihilators, wharfage on vessels, exorbitant dock rentals, compulsory pilotage, grain elevating and storage and dockage on property at the port of New York, and thus eradicate the most serious evils which are inflicted upon New York's business prosperity."

To Remedy Freight Overcharges.

The traffic committee of the Illinois Manufacturers' Association has begun a crusade to force common carriers to make radical changes in present practices. It is declared that many roads make a check on way-bills for the purpose of discovering undercharges, but pay no heed to overcharges. Because of this the big manufacturers claim they are constantly presented with bills in which overcharges are made. A letter addressed to the freight traffic officers of all of the railroads by the committee, calling attention to this matter, has been sent out by the Association and is expected to help correct the evil.

Must Use Standard Bill of Lading.

The railroads, trunk lines as well as others, have decided that on and after November 1 the standard form of bill of lading approved by the Interstate Commerce Committee will be the only bill of lading on which traffic can be accepted. The railroads will be prepared to supply on November 1 all the bills of lading that are required by the public, but many business houses prefer their own form of receipts or bills of lading. It is understood that if these firms will get out bills of lading in the same form as adopted by the Interstate Commerce Commission the railroads will accept them.

FOREIGN TRADE NOTES

International Exhibitions.—This year's Franco-British exposition in London is to be succeeded by an Anglo-Japanese exhibition next year, in commemoration of the Anglo-Japanese alliance.

Japan has deferred the date of the planned international exhibition at Tokio from 1912 to 1917.

The international exhibition at Shanghai, planned for next year, has been postponed, most likely till 1911.

Advices from Korea indicate that that country may invite the world to participate in a world's fair in 1910.

Co-Operation in Export Trade.—Export business has been facilitated in Austria-Hungary by the establishment of an export association for the provinces of Bohemia, Moravia, and Silesia. The society has permanent offices at Prague, where there is constantly on duty a staff of paid officials. One department attends to the Department of Commerce; another to the collection of debts; another has charge of tariff and customs-house affairs, another the matter of transportation and brokerage.

The association consists of upward of 1,200 members from the various industries in Bohemia, Moravia and Silesia. These members are assessed annually according to the volume of business transacted, the minimum assessment being 20 crowns (\$4.06) and the maximum 50 crowns (\$10.15). Aside from these assessments the society is subsidized by the Government, else it could not meet its expenses. Special representatives from the association are sent to various parts of the world when there appears to be an opportunity for extending the trade of any one of the three interested provinces.

Aside from tours made by special representatives of the association, there were received last year 52,671 and forwarded 83,522 commercial communications. When an inexperienced merchant or manufacturer receives an order for merchandise from a foreign country, he may, upon the payment of a small fee, receive from the association full instructions as to tariff, packing, brokerage, freight, time in transit and terms of sale in the country where his merchandise has been sold.

Commercial Paper Conference.—The Netherlands Government has issued invitations to the nations which participated in the Hague conference to join in an international diplomatic conference at some date to be agreed upon to meet at The Hague. The object of the conference is to prepare the way for uniform legislation in regard to commercial drafts and exchange. This proposal from the Government of the Netherlands comes after the suggestion of Germany and Italy in response to a general demand which has been voiced heretofore in several international conferences.

Banking Facilities in Mexico.—All arrangements have been made for the establishment in Mexico City of the \$10,000,000 bank that will have as its object the encouragement of agricultural development, principally by the construction of irrigation work. The bank will be opened soon. The concessionaries of the new institution are the four principal banks of the national capital, namely, the National Bank of Mexico, the Bank of London and Mexico, the Central Bank of Mexico, and the Mexican Bank of Commerce and Industry. The capital of the bank will be divided into three series, the first series to be the permanent property of the Mexican Government. Bonds to the value of \$50,000,000 can be issued by the new institution.

NEWS AND VIEWS

There is a sting in some business transactions which rankles long after the occurrence which gave rise to it has had any force. We have in mind the case of the Ottawa

A CASE OF INGRATITUDE

Y.M.C.A., an institution supported exclusively by the people of Canada. Particularly do we remember the zealous canvass that was made on behalf of this Branch, when the splendid big building which it now occupies was still in the dim and misty future. Appeals were made to the business men of the city for support, not that they were going to derive any benefit from it themselves, but because it would help to develop a clean and strong character in the Canadian youth. It would go to make Canada a great nation. And as a consequence of this and other more or less convincing pleas some two hundred thousand dollars or more was collected and work commenced. Canadians were quite good enough as objects of mercenary solicitation, nor was there any questioning of the quality of the bank notes supplied. But with the close of the subscription list, a change came o'er the spirit of their dream. The men in charge proceeded to show their gratitude for the enthusiastic way in which the Canadian public had come to their assistance, by buying their supplies from abroad, and furnishing their gymnasium with foreign-made goods. We have no criticism to make of the man who buys foreign goods after he has convinced himself that he is there getting the best value for his money. We do brand with the stigma of ingratitude the man or body of men who in spending money which has been contributed out of the goodness of their hearts by Canadians, fails even to examine the local article, and buys an American product which excels neither in quality nor price that which is made at home. It is not the value of this particular order to the manufacturer which matters, nor the assistance it would have been to Canadian mechanics in a year when work was scarce; what hurts is the inevitable inference that some men would apparently prefer to buy foreign to made-in-Canada goods. Such a spirit is damning to the country.

Mr. W. R. Trotter was one of the speakers at a meeting to advance the candidature of Mr. J. G. O'Donoghue in Toronto during the recent campaign. Mr. Trotter will be remembered

A UTOPIAN SUGGESTION

as being the man whom the Trades Congress of Canada sent to England a couple of years ago to tell the people of that country that there was no room in Canada for more workers. That was the time when every industry was crying out for labor. One of the banners caught Mr. Trotter's eye. It read: "A vote for O'Donoghue is a vote for the eight-hour day and a full dinner pail." "I am not in sympathy with that sentiment," he cried, and the fire of enthusiasm burned in his words, "I stand for a seven hour day and dinner at home." No doubt he does. With the comfortable allowance which is granted him by his workingmen employers, he is no doubt able to compress his work in England within the confines of a seven hour day. No doubt, too, he doesn't carry a dinner pail—he is a leader now—but goes where he feels disposed for his meals. But he shouldn't proclaim that fact too loudly or he may find that there is competition for a position which provides so entirely pleasing and profitable a prospect. He would have the workingmen believe that "a seven hour day and dinner at home" is within sight. Perhaps had his glowing words been received with enough acclaim he would have gone a step further and arranged for a carriage to and from work. But the workingmen of Canada know that few, either among employers or employees, can support a family and keep a

home intact by working seven hours a day, and among employers, particularly, more often than otherwise, is the eight or nine hour day supplemented by hours at night of planning and labor. So Mr. Trotter's Utopian suggestion was allowed to pass with a smile.

A possible danger in the practical working of the Lemieux Act was pointed out some months ago in "Industrial Canada," and it becomes more pressing in the light of recent developments. Sir Wilfrid Laurier has announced

A NEEDED AMENDMENT

that the importance of labor is such as to justify the appointment of a separate Minister for that Department. Heretofore the Postmaster-General held the dual office. Now Boards of Investigation under the present Act are constituted as follows: Each side in the dispute is given a certain length of time to appoint a representative on the Board. In the case of the failure of either side to do so, it devolves upon the Minister of Labor to make such appointment. The two representatives then set about choosing a third man, who shall be Chairman of the Board; but if they cannot agree on a third member, the vacancy is again filled by the Minister of Labor. The danger lies in the great power which is thus placed in the hands of the Minister. So long as the Minister of Labor was primarily the Postmaster-General there was little to fear, for his impartiality could be relied on. Nor is there any doubt about either the ability or the fairness of Mr. W. L. M. King, who is slated for the new portfolio. His work as Deputy Minister has been exceptionally good. But not even Mr. W. L. M. King is satisfactory to the labor interests. They want to see an out-and-out labor leader holding the portfolio, and there can be little doubt that that is what will eventually happen. When that time comes the employer will no longer be able to count on a fair hearing. The position of the Minister would be untenable if he lost the support of the workingmen, which he would certainly do if he failed to show them every consideration. The Minister of Labor will represent the workingman in the Cabinet. His natural inclination, in the event of an employer failing to appoint a representative on the Board, would be to name a man who would be at least sympathetic towards labor. Thus the workmen would virtually have two representatives, and it would be strange, indeed, if their selection for a Chairman would not be a man after their own stamp, a man whose sympathies and prejudices would lean towards labor's side. Or again, if, as is usually the case, both sides appointed representatives on the Board, the chance of their agreeing on a third member would be minimized, if the representative of the employees knew that in the case of a disagreement, he could rely on the Minister appointing a Chairman who would be, to say the least, not unfavorable to his side. It would be unfortunate if a measure which has accomplished much good in the past should be weakened or rendered impotent by a faulty method of procedure. When the Bill was first introduced, "Industrial Canada" urged that in the failure of either party to appoint a representative, or of two members to agree on a third, the Board should be completed by a Judge of the Supreme Court. Again we urge that the Act be amended in this respect, so as to forestall any complaints in the future.

The papers which are double-leading their editorial columns in an effort to show the iniquity of the Dominion Iron & Steel Co., in selling rails in India at a cheaper rate than in Canada are the same ones that a few months ago pooh-poohed the idea of the United States or any other country selling their products in Canada below the home price. The whole argument in favor of a higher general protective tariff is based

A CHANGE OF FRONT

on that principle. In busy times foreign manufacturers have all they can do supplying their home demand, but at the first sign of depression they look for foreign markets to absorb their surplus products. The idea is reasonable enough, too. A manufacturer has the choice between running his mill full time and selling half his goods abroad at bare cost, and running half time and selling all his product to the home consumer. In either case the local market takes the same amount, but the first alternative allows the manufacturer to keep his staff of workmen intact, and to keep his plant in good operating condition. The second finds him, at the return of prosperity, without an adequate working force, and unprepared to handle the business. To the unprejudiced observer it requires no elaborate argument to prove that almost invariably it costs less per unit to make ten thousand of a certain article than it does to make one thousand. Hence a manufacturer can afford to sell nine thousand at cost and he will still be ahead if he gets his regular price for the remaining one thousand. This is why goods are frequently sold for export at a less price than for home consumption. Yet papers which oppose a fair protection, such as "The Weekly Sun," deny that any such thing occurs. But the Dumping Clause of the Customs Tariff is not only an admission that this occurs, but it is more, it is an admission that dumping, while good for the country practicing it, is vicious from the standpoint of the country which serves as a market. How are the black-type editors going to explain their strange inconsistency? They jeered at those who had the temerity to suggest that foreign manufacturers sold for export at a reduction from their list prices. They now accept, without hesitation the statement that a Canadian company doing an export trade has done this very thing. Their position is clearly untenable. Either they should not have scoffed at the suggestion before or they should refrain from criticism now.

"A previous speaker has said that nobody would lose anything by the labor party getting into power. He is wrong. Somebody would lose something. Those who hold franchises would lose something; they would lose those franchises." Such was the statement of a prominent member of the independent labor party at a recent public meeting.

STANDS FOR COMMERCIAL ANARCHY

It is well to know just what is the attitude of those who are guiding the workmen of the country. This one, Mr. Trotter, a prominent official of the Dominion Trades Congress, openly announces that confiscation is a plank in the labor platform. Workingmen are not always wise in their leaders. We scarcely believe that Mr. Trotter will find many to follow his leadership, in his policy of commercial anarchy.

The joint committee of shipping interests, which has been working for some months on a new bill-of-lading, has drafted a form which it is believed will cover the needs of the shipping public. The idea of a clean bill-of-lading, that is, a form which would be merely a receipt for the goods, was given up as unfeasible, owing to the strong opposition of the railways. The form which is now proposed, and which has been submitted to those interested for their consideration, is a marked improvement on the old bill, and while it gives ample protection to shippers, it in no wise jeopardizes the business of the railways. A clause which should meet with general approbation is that which provides that the first railway to receive goods shall be responsible for the shipment until it reaches its destination. This would eliminate a fruitful source of trouble and discontent. At present, if goods have to go over two or three roads the shipper

has to deal with each company in case of loss or damage, although a company in accepting goods for shipment to a point which requires the use of a second or third line, virtually makes those lines a part of its system for that occasion. The whole tendency of the proposed bill is towards simplification and the clear definition of responsibility.

A cable despatch has just appeared in the Canadian press announcing in scantest outline that Australia's imports for the past year were of an approximate value of \$255,000,000.

A NEGLECTED OPPORTUNITY

Looking at our own trade returns we find that during the same period our exports to Australia were about \$2,500,000. In a word, we provided less than one-hundredth part of what she bought. This, too, was in a time when our factories were short on orders, and were for the most part only running partial time, so that we may suppose our manufacturers were making every effort in their power to secure a market abroad, in the absence of a sufficient home demand. Under these circumstances we are forced to ask what are the reasons why we make such an unfavorable showing in a country which buys abroad almost as much as we in Canada do.

On the face of it, it would appear that we are peculiarly well situated for gathering in a fair share of this trade. Australia is under the same flag as we are; she has many of the problems to solve that we have; her hopes and fears are ours. Certainly, on sentimental grounds, our intercourse should have been frequent and friendly. Our position, geographically, also, should give us a distinct advantage. From Western Canada we have the shortest route to Australia of any manufacturing country. If we have not advantageous shipping facilities in the East it is not because our Atlantic ports are not adequately equipped.

In spite of the protective tariff which Australia has set up, there will be large purchases of manufactures from abroad for years to come. Great Britain has an immediate advantage in the preference which has been granted to her. It is not improbable, however, that before long Canada will be admitted to the benefits of this preferential treatment. It will be well for Canadian manufacturers to examine with the utmost diligence the list of Australian imports which go to make up the total of \$255,000,000, and see if Canada cannot supply more than a bare one-hundredth part of them.

A Scale Catalogue.

The Canadian Fairbanks Co. have issued a catalogue, No. 512, illustrating the full range of scales manufactured by that company. The catalogue is well gotten up, of pocket size, and exceedingly convenient for reference. A copy will be sent to users of scales, on request.

A New Year Book.

The Canada Year Book for 1907 has been issued by the Census and Statistics Office, Ottawa. It contains a large mass of information derived from the last census returns and numerous comparative tables of manufactures and trade and commerce. Most of the information given has appeared in other Government publications before, but the present volume is concise, and give the facts in a new way, and so will prove of general advantage.

AMONG THE INDUSTRIES

ONTARIO.

Orillia will spend \$30,000 to complete its power plant.

An armory will be built at Port Arthur at a cost of \$20,000.

The Standard Publishing Co. will build a factory in East Toronto.

Plans are being prepared for Shea's new \$200,000 theatre, Toronto.

Orillia will spend \$40,000 on water works and a power plant.

The People's Brewery Company, of Hamilton, will erect a brewery at a cost of \$131,000.

The Fort William Laundry & Dye Works Co. will build a new laundry in Fort William.

The M'Laughlin Carriage Co. of Oshawa will build a warehouse in Hamilton at a cost of \$10,000.

The London Machinery Co. of Guelph are having some improvements made to their factory buildings.

The plant of the Whitby Fruit & Vinegar Co., Whitby, Ont., was injured by fire to the extent of \$2,000 recently.

The rumor is again revived that a complete smelter will be erected at Latchford. The cost is estimated at \$200,000.

\$15,000 will be spent by the town of New Liskeard, Ont., for the completion and extension of the water works system.

The factory of the Morris Piano Co., at Listowel, Ont., was destroyed by fire during the past month. The loss was about \$75,000.

Additions to the water works system of Chatham will cost about \$10,000.

The City Council of Toronto will call for tenders within a month for the sub-stations and conduits in connection with the civic distribution plant.

The Marston Mfg. Co. of Thorold may move to Dundas. If the town will guarantee their bonds to the extent of \$25,000 they will make the change.

The Stratford Mirror Co., Stratford, Ont., has been organized, and will occupy the factory formerly used as a fence factory by Frame & Hay. E. Hutchenhausen is manager.

The Pure Gold Manufacturing Co. is going to put up a two-storey addition to its factory on College Street, Toronto, to cost \$10,500. The City Architect has granted a permit for the erection of the new building.

The big dam and power development works, which have been under construction at Fort Frances, Ont., will be pushed to completion. Work was discontinued for some time, but contracts have been let for the rest of the construction, and it will be resumed at once. The pulp mill will also be built.

The town of Oshawa will ask the Legislature for power to establish an electric light and power plant for the municipality.

W. H. Cook, president of the Duluth, Virginia and Rainy Lake Railway, is considering the erection of a large saw-mill and box factory at Fort Frances, Ont.

Vancouver, B.C., is making extensive improvements to its waterworks system. It has placed an order with the Kerr Engine Co., Walkerville, Ont., for 100 gate hydrants.

General Manager Morse has let the contract for the great terminal elevator for the Grand Trunk Pacific at Fort William. It will have a capacity of 4,000,000 bushels, and will be absolutely fireproof. James Stewart & Co. secured the contract, but the price was not made public, though it is presumed to be in the neighborhood of a million dollars.

The following officers of the Canadian General Electric Co., Limited, Canada Foundry Co., Limited, are now situated in their new building at 212-218 West King Street, corner Simcoe Street: Ground Floor—2nd Vice-Pres. and General Manager, Asst. Gen. Manager and Secretary, General Auditor, Treasurer, Asst. Secretary, Purchasing Department, Accounting Department. First Floor—Manager of Works, Agency Department, Foundry Sales Department, Toronto District Agency, Engineering Department, Advertising Department, Ornamental Iron Department. Second, Third, and Fourth Floors—Supply and Retail Sales Department, Showrooms and Warehouse.

MARITIME.

The Humphrey Glass Co.'s plant at Trenton, N.S., was destroyed by fire recently.

A company will establish a factory to make wearing apparel in Dartmouth, N.S.

The Harquail Co. will receive exemption from taxation for fifteen years, and water at a nominal sum, for their wood-working factory, from the town of Campbellton, N.B.

The Acadia Powder Company's plant at Waverley, near Halifax, N.S., has been purchased and will be operated henceforth by the Nobels Company, powder manufacturers of England.

WEST.

An elevator will be built at Milestone, Saskatchewan, this fall.

A stone and brick armory building will be erected in Edmonton, at a cost of about \$100,000.

The Brandon Gas & Power Co. will put up buildings this fall. Tenders are now being received for the work.

The Provincial Government of Alberta will build a traffic bridge across Battle River. Tenders are now being asked.

The contract has been let for the erection of the G. T. P. locomotive and car shops, at Winnipeg, to Thomas Kelly & Sons. The shops will cost \$500,000, being 823 by 174 feet in size. It is estimated that the G. T. P. will expend about \$5,000,000 around Winnipeg, for buildings, terminals, etc.

The Union Bank have purchased a site for a building in Saskatoon.

The Imperial Oil Co. will build a distributing warehouse at Saskatoon, Sask.

New school buildings will be erected at Belle Plain, Sask., and Brownlee, Sask.

An asylum will be built by the Government of Alberta, at a cost of \$200,000.

The Medicine Hat Milling Co. will put up a new elevator at Grassy Lake, Sask.

The Vogel Meat & Packing Co. will establish a packing house at Strathcona, Alta.

Brandon will put up buildings and instal a plant for the Brandon Gas & Power Co., Ltd.

S. Hooper, Winnipeg, is preparing plans for a telephone exchange for Portage la Prairie.

A new hotel will be built at Edmonton, at a cost of \$20,000, by Robt. McDonald, of that city.

The Alberta Pacific Elevator Co. will build elevators at Taber, Gleichen and Killam, Alta.

J. J. Pearce, Vancouver, B.C., is preparing plans for a \$30,000 hotel, to be erected by P. Larsen.

It is reported that the I.O.O.F. will erect a building in Portage la Prairie, at a cost of \$150,000.

Douglas, Piper & Johnston, Saskatoon, Sask., are figuring on the erection of a flax mill in that city.

Elevators will be built at Estevan, Sask., by The Farmers' Elevator & Trading Co., and by John Mathieson.

A match factory may be established at Selkirk, Man. J. Grisdale, of Selkirk, is interested in the Company.

A Philadelphia company have options on two sites in Winnipeg, their intention being to establish a boot and shoe factory there.

The Dow Cereal & Milling Co. will build a warehouse at Portage la Prairie. It is understood that a flour mill will be established later.

The Western Canada Flour Mills Co. will erect an elevator and warehouse at Oakburn, Man., to replace similar buildings recently destroyed by fire.

The manager of the Birkenhead, Eng., Car Mfg. Co., is negotiating with the city of Winnipeg, with a view to the establishment of a branch factory in that city.

The Lennox Furnace Company, of Marshalltown, Iowa, are considering the attractions of Winnipeg and Fort William, with a view to building a Canadian branch.

The City Council of Lethbridge have instructed Smith, Kerry & Chace, consulting engineers, Toronto, to prepare plans and to construct a steam-electric generating station.

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**Agricultural Castings
of Malleable Iron**

When in the market for anything in the way of malleable castings, communicate with us. We guarantee the highest grade material and workmanship and can give reasonably prompt delivery. We also make a general line of malleable castings, both light and heavy.

GALT MALLEABLE IRON CO.
LIMITED
Galt, Ontario

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Locomotive Turn Tables. Roofs, Steel Buildings and Structural Iron
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Manufacturers of

POWER APPLIANCES
OF ALL KINDS

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**Locomotives,
Steam Shovels
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COMPANY, LIMITED

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HALIFAX - - VANCOUVER
OTTAWA - - ROSSLAND

The Christie-Brown Co., of Toronto, and the Mooney Biscuit & Candy Co., of Stratford, are reported to be considering the erection of warehouses in Regina, Sask.

Two elevators will be erected at Elstow, Sask., one by the Canadian Elevator Co., the other by the Winnipeg Elevator Co.

QUEBEC.

The Mount Royal Spinning Co. have completed their new factory building at St. Paul, P.Q.

The warehouses of the Montreal Cotton and Wool Waste Co. were destroyed by fire recently, causing a loss of \$50,000.

The plant of The Moore Carpet Co., which has been in liquidation for some time, has been sold by the liquidator, Mr. John J. Griffith, Montreal, to Mr. T. M. Craig.

The Montreal and Southern Counties Railway, who recently secured an entrance into Montreal, are starting construction work. The contract for the Montreal section has been given to John Quinlan & Co., for the concrete work, while the United States Steel Corporation will supply the rails.

MANUFACTURING COMPANIES INCORPORATED.

The Railroad Track Gauge Co., Limited, has been incorporated with a capital stock of \$100,000.00. Head office, Montreal. The Company will manufacture various kinds of machinery and tools, and particularly a patent device, known as the automatic track gauge and level. Jules Desmarais, Montreal, is solicitor.

The Asbestos Lagging and Insulating Co., of Canada, has been incorporated with a capital of \$10,000.00. Head office, Montreal. Philip Durocher is solicitor.

The Pioneer Lumber Co. has been incorporated with a capital of \$100,000.00. Head office, Lethbridge, Alberta. Carl R. Carlson, Lethbridge, is a director.

Westmount Plumbing & Heating Co., Limited, have been incorporated with a capital stock of \$90,000. Head office, Montreal. Besides the manufacture of plumbing supplies, the Company will manufacture automobiles, bicycles, and other vehicles. Wilfrid A. Rousseau is head of the Company.

The Canadian Cleveland Drill Co., Limited, has been incorporated with a capital stock of \$7,500. Head office, Toronto. They will manufacture machinery and appliances connected with the development and transmission of machinery. Richard Credicott, Toronto, is a director.

La Compagnie Gilbert, Limited, has been incorporated with a capital of \$150,000. Head office, village of Disraeli, Quebec. The Company will manufacture butter and cheese boxes, packing cases, and casks. Louis Gilbert is a director.

The P. Vincent Lumber Co. has been incorporated with a capital stock of \$45,000. Head office, Jordan Station, Ontario. Christopher M. Honsberger, Township of Louth, Lincoln County, is a director.

The Vanderhoof-Gunn Co., Limited, have been incorporated with a capital of \$24,000. Head office, Winnipeg. The Company will carry on a general printing, publishing, and engraving business. Herbert Vanderhoof, Wilmette, Ill., is a director.

TRADE ENQUIRIES

NOTE.—For further information regarding any inquiry mentioned under this heading or the names of inquiries, apply by numbers to the Secretary, at Toronto.

- 183 **Agency.**—A firm of manufacturers' agents desire to negotiate for the agency of an original quick-selling specialty of Canadian manufacture suitable for English use.
- 184 **Apples and Canned Fruits.**—A Belfast importer and commission agent wishes to get into communication with Canadian shippers of apples, and could also handle canned peaches, pears, apples and other fruits.
- 185 **Asbestos.**—A well-known Belgian firm seek the agency of Canadian miners of asbestos.
- 186 **Broom Handles.**—A Manchester firm asks for prices of broom handles, all quantities and sizes, from Canadian manufacturers.
- 187 **Birch Dowels.**—A Liverpool firm asks prices of birch dowels from Canadian manufacturers.
- 188 **Birch Dowels, Basswood Keyboards, etc.**—A London firm desires to be placed in communication with actual exporters in Canada of birch dowels, basswood keyboards, piano maple rails, maple flooring, quartered maple, etc.
- 189 **Broom Handles.**—A Lancashire, England, wooden goods dealer, with excellent connections, is in the market to purchase 50-gross lots of broom handles, brush wood, etc. Is also prepared to act as agent for these firms. References.
- 190 **Cabinetmakers' Ironmongery.**—A well-recommended merchant, in close touch with the cabinetmaking trades in the North of England, is desirous of representing a Canadian firm manufacturing all kinds of door knobs, locks and other articles used in this trade.
- 191 **Calendars.**—A Birmingham firm is open to purchase hammer handles.
- 192 **Canned Tomatoes.**—A firm of canned goods specialists report a good outlet in England for canned tomatoes in 3-lb. tins, packed two dozen to the case, and desire to hear from Canadian shippers able to supply the trade at favorable prices.
- 193 **Canned Products.**—An important firm of canned goods specialists in London, Hull and Newcastle-on-Tyne wish to be referred to Canadian canners (not represented) of asparagus, tomatoes, salmon, etc.
- 194 **Canoe-builders.**—Inquiry has been made for the names of some Canadian canoe-builders or of their United Kingdom agents.
- 195 **Canned Goods.**—A dealer in canned goods in St. Kitts wishes to hear from canning concerns and exporters of these goods in Canada.
- 196 **Canned Goods, Biscuits and Confectionery.**—A St. Kitts firm of general merchants wishes to have correspondence from Canadian manufacturers of these goods.
- 197 **Carbide of Calcium.**—A South African firm of timber merchants, contractors and builders, desire to be placed in communication with Canadian manufacturers and exporters of carbide of calcium.
- 198 **Carriage Bows, Hubs, etc.**—A Cape Town merchant desires to be placed in communication with Canadian manufacturers of carriage bows, hubs, spokes, wheels, shafts and felloes. Catalogues and price lists requested.
- 199 **Clothes-pegs.**—A North of England firm of general merchants and importers ask for samples and prices from Canadian manufacturers of clothes-pegs.
- 200 **Confectioners' Wood Pails.**—A request has been made by a manufacturing firm in the north of England for the names of Canadian makers of wood pails for holding sweetmeats.

Baking Varnishes and Japans

WE have made a special study of Varnishes and Japans which are baked. We have installed ovens and are able to test our goods in a practical way before shipping

Scarfe & Company
Manufacturers of Fine Varnishes
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Cornices, Skylights, Ventilators,
Finials.

Corrugated Iron, straight or curved.
Metallic Shingles, Siding, Ceiling
and Lath.

Fireproof Windows, Shutters and
Doors.

Pressed Zinc Ornaments.

Write for Catalogue and Quotations.

Reliable goods only.

No cheap trash.

The Metallic Roofing, Co., Limited
Manufacturers
TORONTO - - WINNIPEG

The Goderich Organ Co., Ltd.

Goderich, - Canada

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**Organs, Piano Stools
Music Cabinets
Closet Seats and Tanks**
For Home and Export Trade

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SYDNEY, AUSTR.
DUNEDIN, N.Z.

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THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information, no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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Ottawa, Ont.
Toronto, Ont.
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London, Ont.
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—CHEAP, WARM, FIREPROOF, DURABLE, as

"Acorn Quality" Corrugated Sheets

Don't tie up unnecessary capital in expensive buildings. Write us and we'll tell you how to build at small cost, thus leaving the bulk of your capital to develop your business.

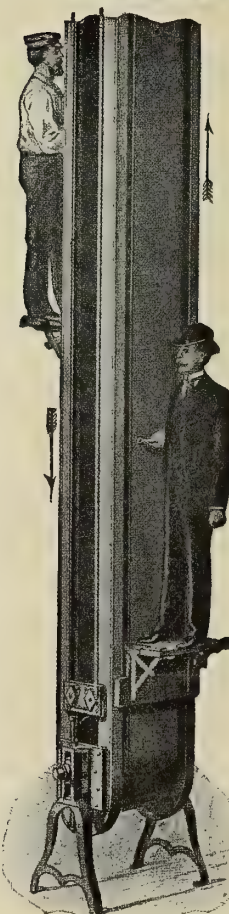
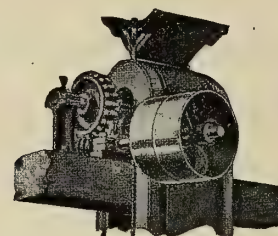
Our Catalogue is Free for the Asking

**The
Metal Shingle & Siding Co.
PRESTON, ONT. Limited**
Montreal - - Toronto

- 201 **Children's Hoops.**—A firm of general toy and woodenware importers ask Canadian manufacturers to quote lowest prices for shipments into Manchester of children's wooden hoops in all sizes.
- 202 **Combs, Celluloid, Bone, etc.**—Departmental store in Ottawa, Canada, inquires for Canadian makers of these combs.
- 203 **Domestic Woodenware.**—A Northumberland firm are large buyers of clothes-pegs, pasteboards, rolling-pins, and other fancy woodenware, and will be interested in hearing what prices Canadian manufacturers can quote for shipments.
- 204 **Dry Cells.**—A Manchester electrical firm will be glad to correspond with Canadian manufacturers of dry cells.
- 205 **Door Panels.**—A Lancashire firm desires to obtain prices of linwood door panels planed, sizes 37 in. x 10 in. x 3-16 in., 21 3-8 in. x 10 in., 21 3-8 in. x 9 in., 35 in. x 9 in., 39 in. x 11 in., and 21 3-8 in. x 11 in., from Canadian manufacturers.
- 206 **Felt.**—A Manchester firm will be glad to receive prices of felts from Canadian manufacturers.
- 207 **Fine Flour.**—A Leeds firm asks for samples and prices from shippers of fine flour.
- 208 **Flour Mills.**—Inquiry has been received from a correspondent in Finland for the names of some Canadian flour mills not already represented in his country.
- 209 **Flour.**—A South African firm of commission agents and grain brokers desire to be placed in communication with Canadian manufacturers and exporters of flour.
- 210 **Flour, Farm Implements and Handles for same, Plumbers' Supplies, Baths, etc., Wooden Wheels, etc., Boat Oars and Fittings, Mops, Buckets, Brooms, etc.**—General hardware merchant in Hamilton, Bermuda, is open to purchase small quantities of the above goods from Canadian exporters from time to time. Will pay c.o.d. or otherwise, as arranged, and delivery should be included to St. John or Halifax. Excellent Canadian references. This is an excellent opportunity for the opening of a good account in the West Indies.
- 211 **Furniture, Church, School and Hall.**—Well-known manufacturers' agent in Cape Town, South Africa, with excellent connections, is anxious to receive catalogues and price lists from the leading manufacturers of the above furniture in Canada. References.
- 212 **Furniture.**—A South African firm of timber merchants, contractors and builders desire to be placed in touch with Canadian manufacturers of school and church furniture.
- 213 **Furniture and House Furnishings, Soaps and Perfumery.**—A firm in St. Kitts, B.W.I., dealing in dry goods and general house furnishings, wishes to have correspondence with manufacturers of such goods in Canada.
- 214 **Friction Board.**—British buyer of friction and other board is anxious to get in touch with Canadian manufacturers of red friction board.
- 215 **Harness and Bicycles.**—A Barbados firm dealing in harness and bicycles desires to correspond with Canadian manufacturers of these articles.
- 216 **Hardwood Blocks.**—A Wolverhampton firm wishes to be placed in touch with parties in Canada exporting hardwood blocks, 5 in. x 3 in. x 1 5-8 in.; also wood handles suitable for chisels, can-openers, etc.
- 217 **Hinges.**—A Manchester firm asks for prices of galvanized hinges for closet seats from Canadian manufacturers.
- 218 **Hides and Skins.**—A firm of hide and skin auctioneers (established 1873) desire to arrange for a trial shipment into Manchester of Canadian hides and skins, to be sold on a commission basis of 2 1-2 per cent. Payments weekly. Bankers' references.
- 219 **Ingredients for Sweetmeats.**—Correspondence is invited by a North of England firm with Canadian shippers of suitable ingredients for the manufacture of sweetmeats.
- 220 **Laces and Soles.**—A Manchester firm wishes to obtain prices of leather laces and leather soles from Canadian manufacturers.

The largest manufacturers of Freight Elevators in the Dominion.

Employees' Elevator



CONTINUOUS
RUNNING

PERFECTLY
SAFE

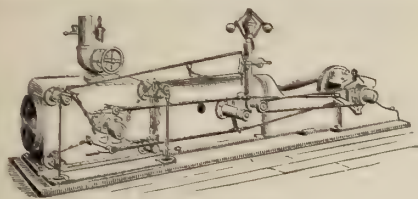
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If you have a good employee you will naturally want to keep him. You can't do this by making him climb stairs all day. Put in an Employees' Elevator and save his health and your time.
IS TIME MONEY TO YOU?

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Leonard Corliss, Standard, Heavy Duty, Simple, Compound, Leonard Automatic, High Speed Leonard, Simple or Comp., Leonard Tangye, Leonard Clipper.

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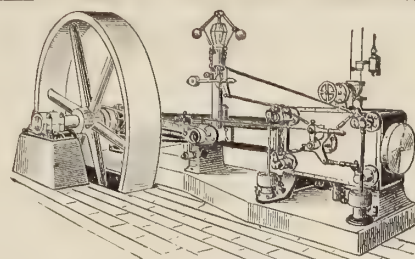
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St. John

Vancouver

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Return Tubular, Independent Front, Half Front, Eclipse, Locomotive, Scotch, Upright.



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Either Water or Rail Deliveries

Absolutely the HIGHEST GRADE of Portland Cement manufactured in the world.

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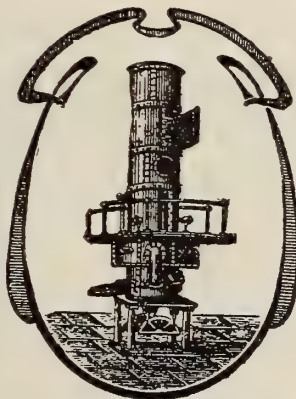
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would save 50 per cent. fuel in your engine room. 23 plants running in Canada.

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would burn anthracite screening under your boiler and save 40 per cent. in money. 30 Venetian Grates in Montreal.



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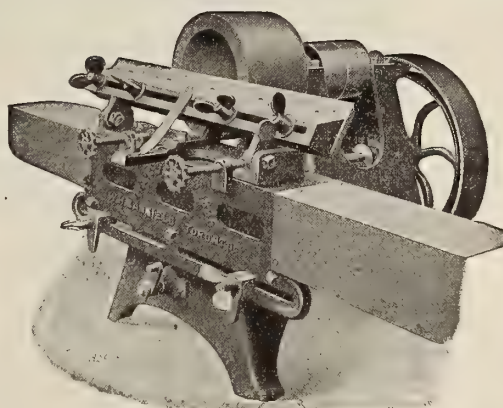
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They EXCELL all others
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Entirely Automatic
Saves Time and Money
Will Grind 6 in. to 26 in. long.
Does Not Draw Temper

GUARANTEED

W. H. Banfield & Sons

Machinists, Die & Tool Makers
Toronto, Ont.

- 221 **Leather-boards.**—A Derbyshire firm wishes to correspond with Canadian manufacturers of leather-boards.
- 222 **Leather-boards.**—A Manchester firm asks for prices of leather from Canadian manufacturers.
- 223 **Leather.**—A Leeds firm wishes to supply all kinds of leather, more especially dressed leather, as used by manufacturers of harness, footwear and mill banding.
- 224 **Leather.**—A Cape Town merchant desires to be placed in communication with Canadian manufacturers of artificial leather for carriage and furniture trimmings.
- 225 **Machinery.**—Inquiry has been received from a firm in the Argentine Republic for the names of Canadian manufacturers of agricultural implements and machinery, and electrical and industrial machinery, who may be desirous of increasing their business in that country. The firm is particularly interested in disc ploughs, motor tractors, light American carriages, patrol motors, etc.
- 226 **Maple Strips.**—A Liverpool firm asks for dimensions and prices of maple strips from Canadian manufacturers.
- 227 **Machinery.**—A firm of engineers in Barbados wishes to hear from dealers in engineers' supplies and makers of machinery in Canada.
- 228 **Maple Flooring.**—A London firm open to buy large quantities of maple flooring desires to hear from Canadian exporters.
- 229 **Manufacturers' Agent.**—A London, England, manufacturers' representative is open to negotiate with Canadian firms seeking trade in Great Britain.
- 230 **Manufacturers' Agent.**—Well-known manufacturers' agent, with excellent connection in Austria-Hungary, and considerable Canadian experience, is open to represent shippers of seeds for oil mills, tar, asbestos and other products, who are interested in Austrian trade. These lines are extensively exported into Austria and the gentleman thinks he can work up a good business for Canadian firms. References excellent.
- 231 **Manufacturers' Agent.**—Experienced travelling representative in Calcutta, India, is anxious to hear from Canadian firms who might do trade there. Claims excellent connections, and thinks considerable business can be done.
- 232 **Metal Lockers and Other Gymnasium Apparatus.**—An inquiry has been received for the names of makers of these goods in Canada from an organization which is open to purchase them.
- 233 **Nails and Biscuits.**—A manufacturers' agent in Barbados desires connection with a Canadian firm manufacturing nails, and also with a biscuit manufacturer.
- 234 **Oak Spokes, etc.**—A North of England firm will consider prices for shipments of dressed oak spokes, warner hubs, bent hickory rims and similar woodenware.
- 235 **Office Desks, Bookcases, etc.**—A Lancashire firm of furniture manufacturers and importers would like to hear from Canadian manufacturers of office desks (roll and flat top), section bookcases, folding chairs, and also tables, for which they possess a good outlet.
- 236 **Paper.**—A South African firm of general merchants desire to be placed in communication with Canadian manufacturers of printing and wrapping paper. Samples and quotations c.i.f. Cape Town and Durban.
- 237 **Paper and Pulp.**—A London firm of paper-makers' agents wishes to be placed in communication with Canadian exporters of paper and pulp.
- 238 **Picture Mouldings.**—An importer of picture mouldings in the North of England would like to receive details of any new ideas from Canadian manufacturers.
- 239 **Printing Paper, Stock and Cover.**—Well-known Winnipeg firm of manufacturers are in the market to purchase this paper.

**Canada
Paint**

**Varnish
Makers**

MORE PAINT! MORE PAINT!
FROM THE WORKS OF
THE CANADA PAINT COMPANY
FOR SALE BY

**Canada
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ALL HARDWARE DEALERS

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ORGANIZED BY THE
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THESE Companies have just engaged the services of a Consulting Structural Engineer (Mr. W. Fry Scott, C.E., Assoc. Am.S.C.E.) and an Automatic Sprinkler Expert (Mr. Wilbur K. Kennedy.)

They are thus in excellent shape to render to the manufacturers skilled, expert advice in matters of construction and protection.

Over 500 members of the Canadian Manufacturers' Association have become interested in the Companies. Have you?

All letters of enquiry will be promptly responded to, and an Inspector will visit any Manufacturing Risk within reasonable distance at any time.

These Companies are not exposed to conflagrations; they lost nothing in the three disastrous fires of this year, viz., Three Rivers, Fernie, Pembroke.

B. L. ANDERSON,
Secretary.

E. P. HEATON,
Manager.

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MANUFACTURERS' MUTUAL
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Head Office - - - Toronto

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THE
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HAMILTON—CANADA

Operating

CANADIAN CORUNDUM WHEEL CO., Limited
HART CORUNDUM WHEEL CO., Limited**CORUNDUM AND****EMERY WHEELS**

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Vitrified
Canadian Silicate
Hart Silicate
Elastic or Shellac**Grinding Machinery**

We have improved our Vitrified Process, and as a result, in competition with the best American wheels, have secured contracts that we could not book before.

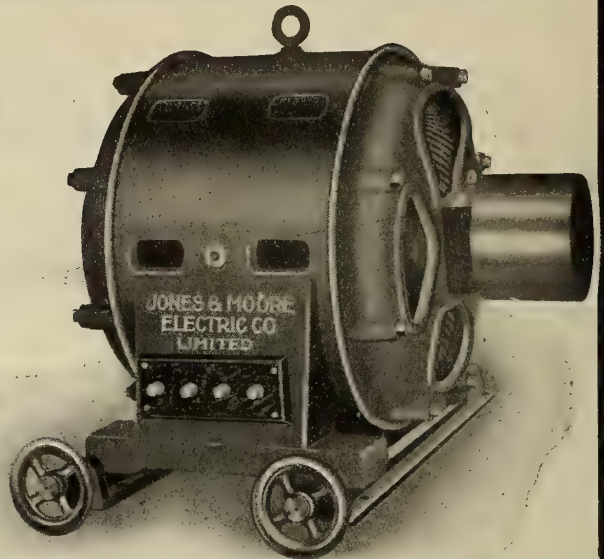
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Write for our new 143-page Catalogue, the best issued

Jones & Moore Electric Co.

Limited

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Manufacturers of
**DYNAMOS AND MOTORS FOR ALTERNATING
AND DIRECT CURRENT**
REPAIRS TO ALL SYSTEMS

"Genuine Oak" Belting

MANUFACTURED FROM PRIME ENGLISH OAK STOCK

SHORT CUT SHORT LAP

Every Belt Guaranteed

BALATA**BELTING**

The Best for Exposed Situations
Made Endless to order in **TWO DAYS**
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MILL SUPPLIES OF EVERY DESCRIPTION**D. K. McLaren, Limited**

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309 Craig St. West,	200 King St. West,	21 St. Peter St.
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All Kinds for All Purposes

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H. W. NELSON & CO., Ltd., Toronto



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WE ARE HEADQUARTERS FOR ALL
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**Belting
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**ABSOLUTE SATISFACTION
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Head Office and Factory:
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"CLIMAX"

Is a Belt made from the very best of
Oak Tanned Leather. It will keep
your machines running all the time.

"AMPHIBIA"

WATERPROOF

BELTING

We want you to try this grade, if you
have a drive that requires a Belt that
will stand dampness. Write us about
our trial offer.



SADLER & HAWORTH
TANNERS & MANUFACTURERS OF
OAK LEATHER BELTING
Factories MONTREAL-TORONTO

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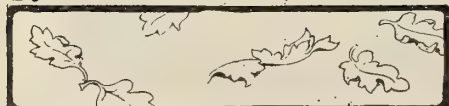
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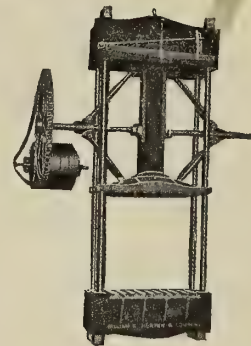
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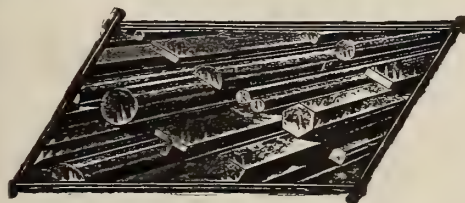
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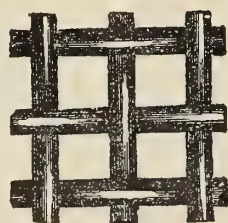
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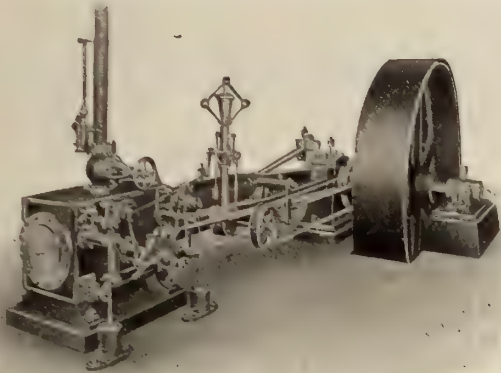
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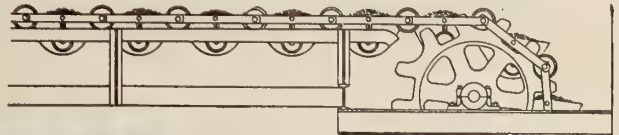
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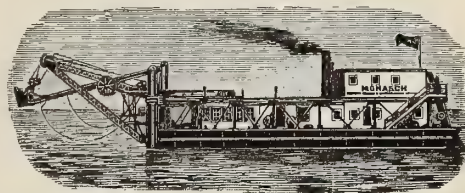
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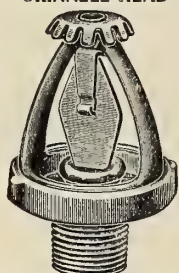
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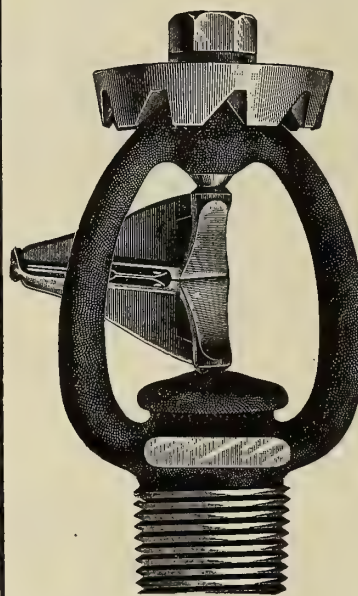
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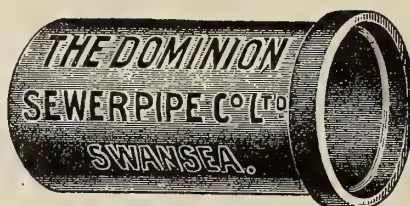
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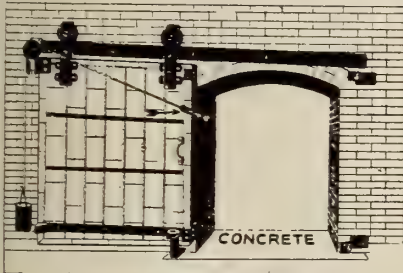
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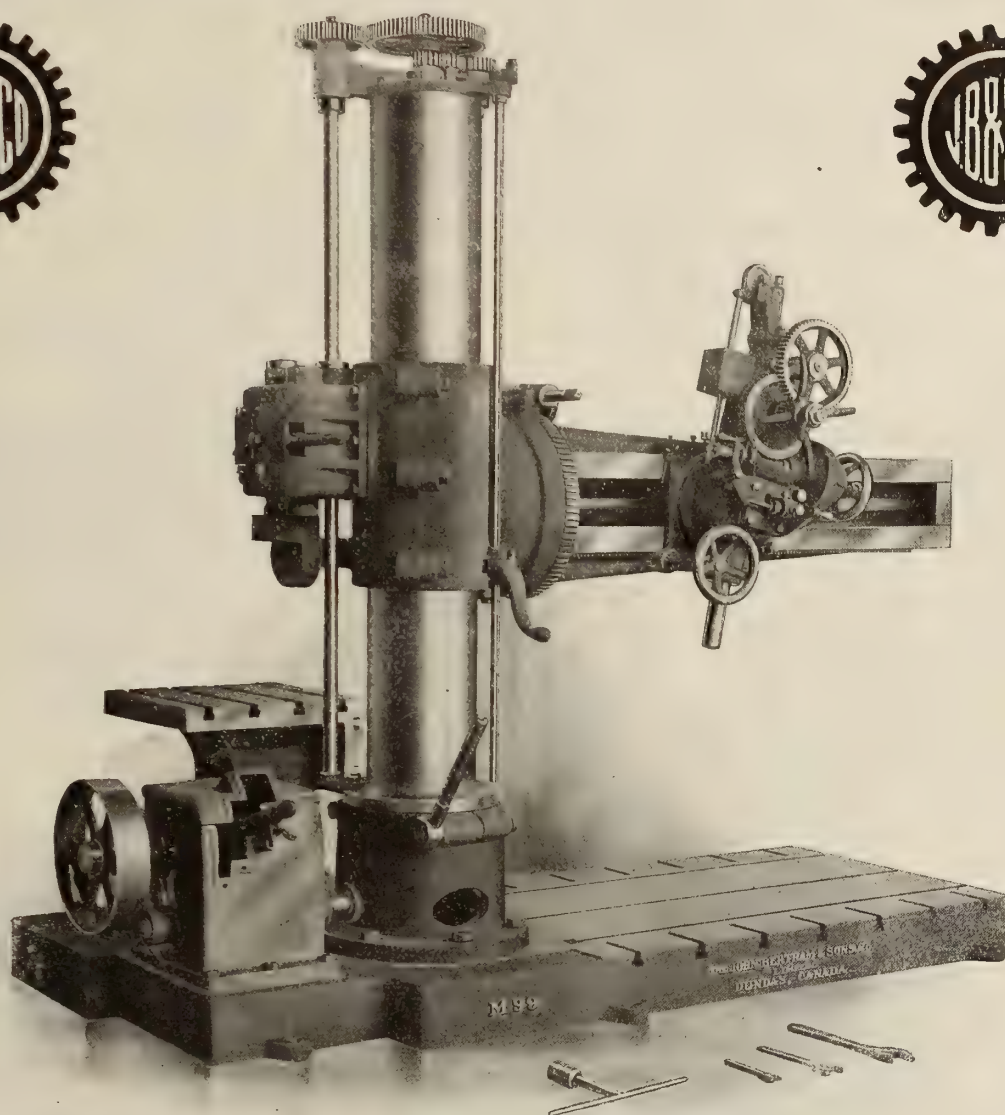


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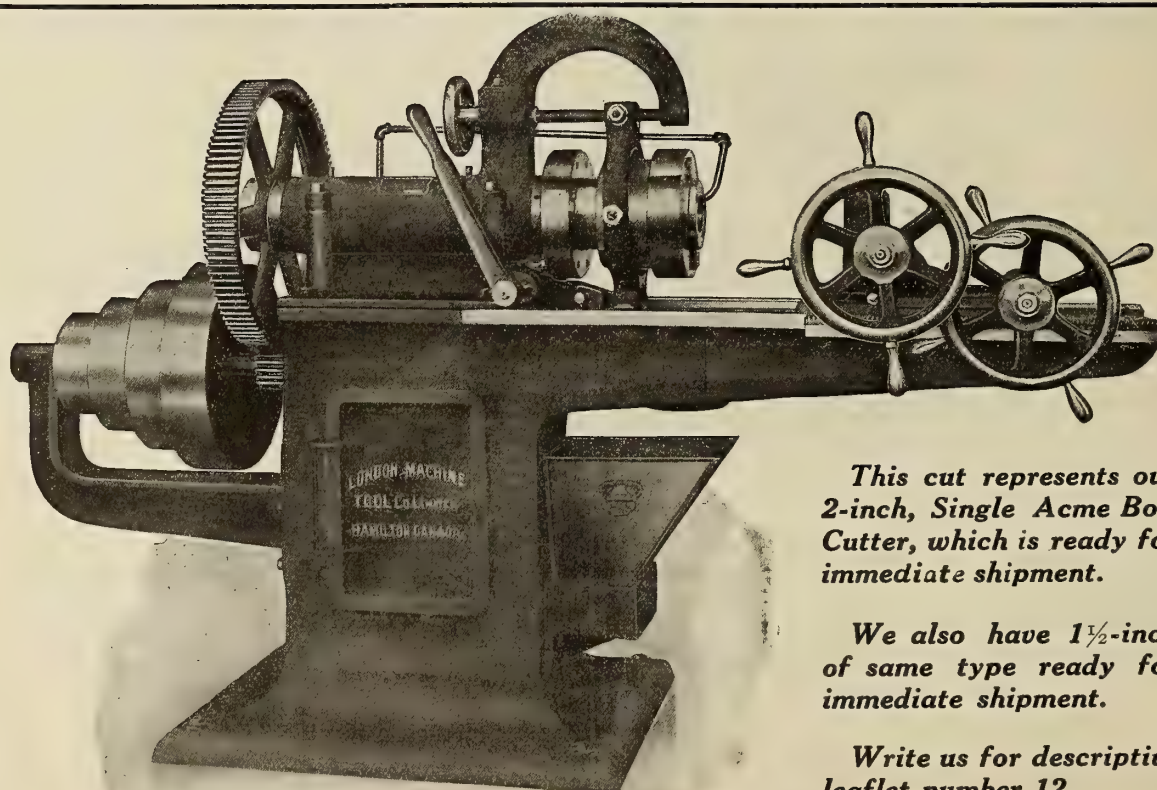
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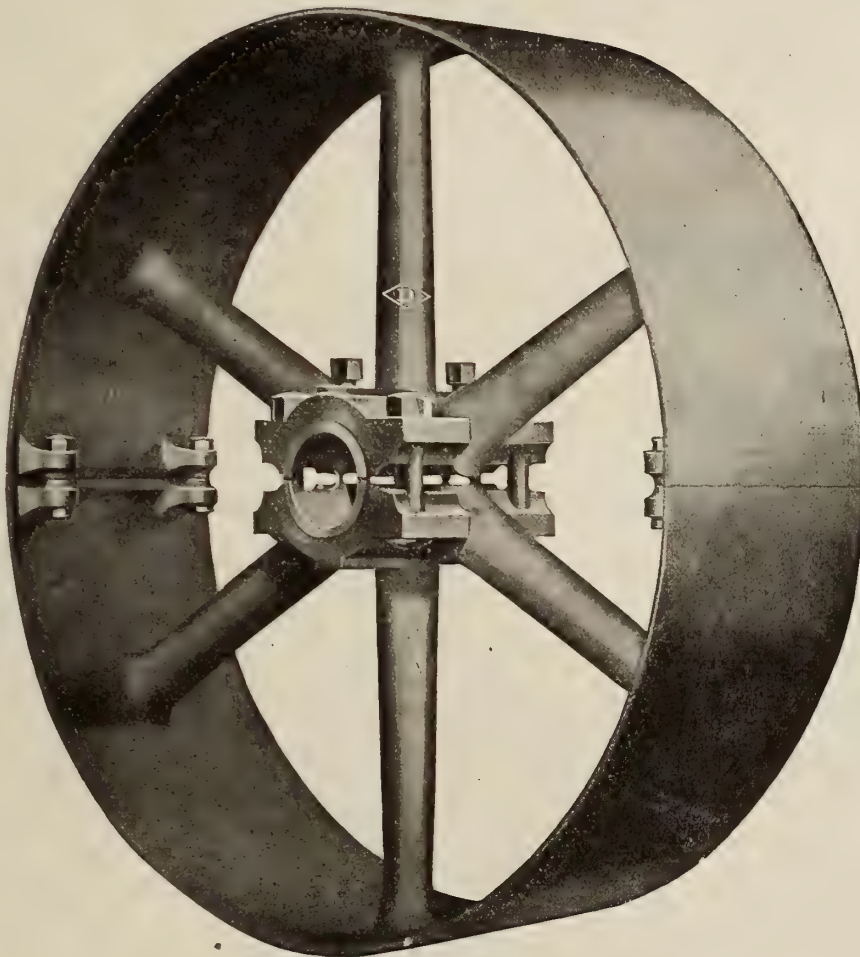
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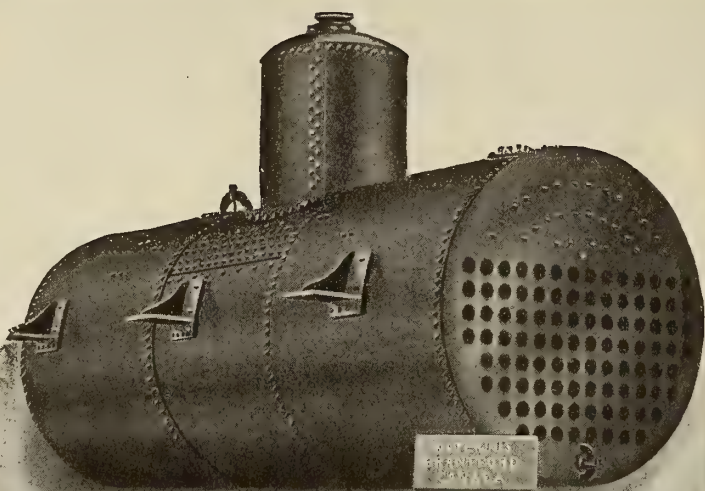
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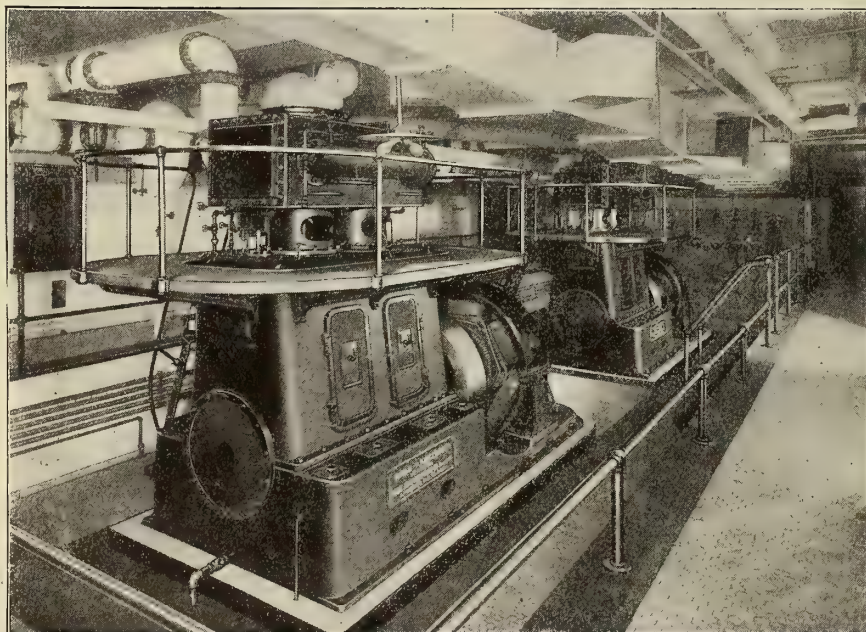


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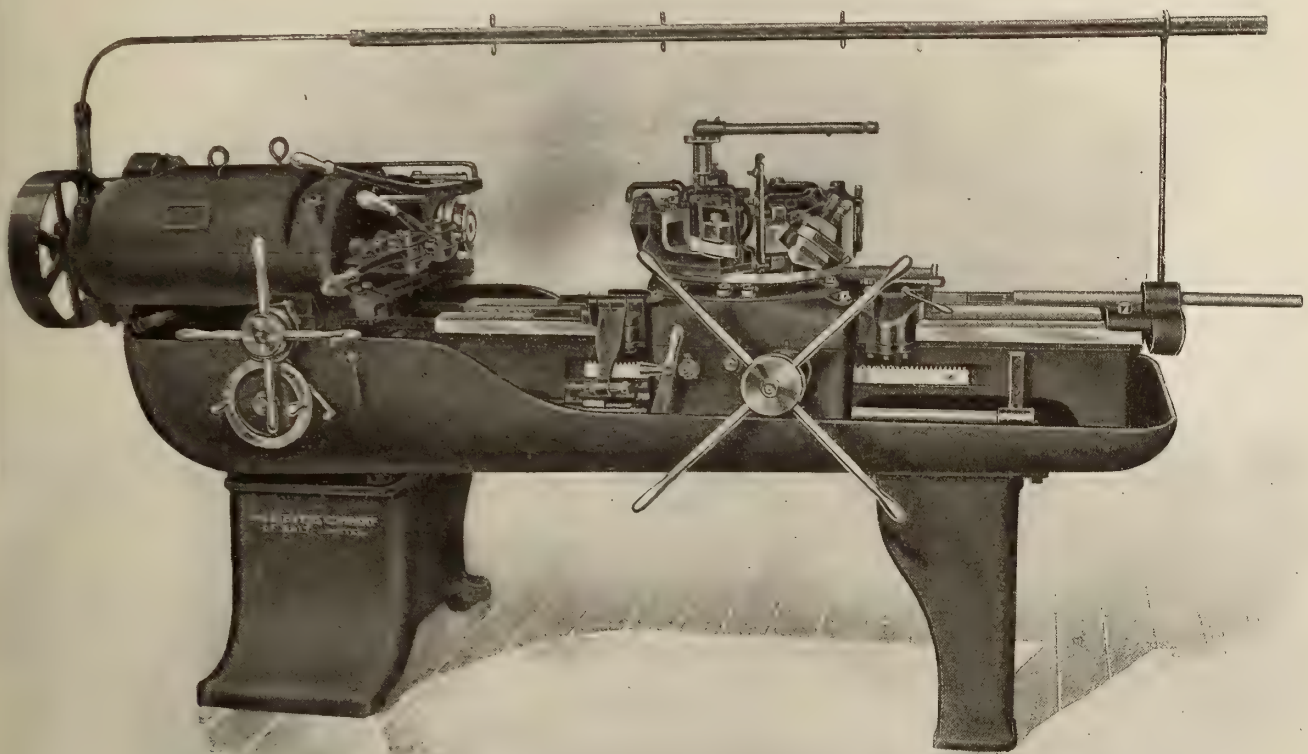
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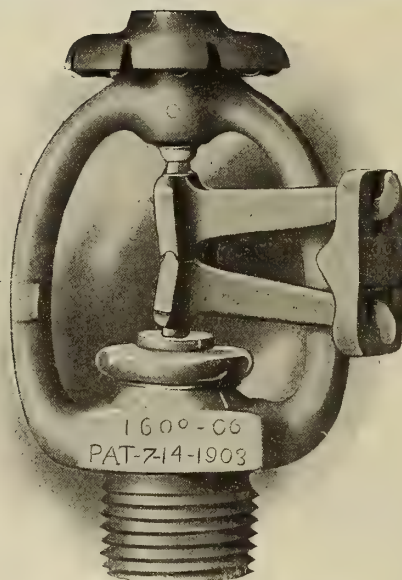
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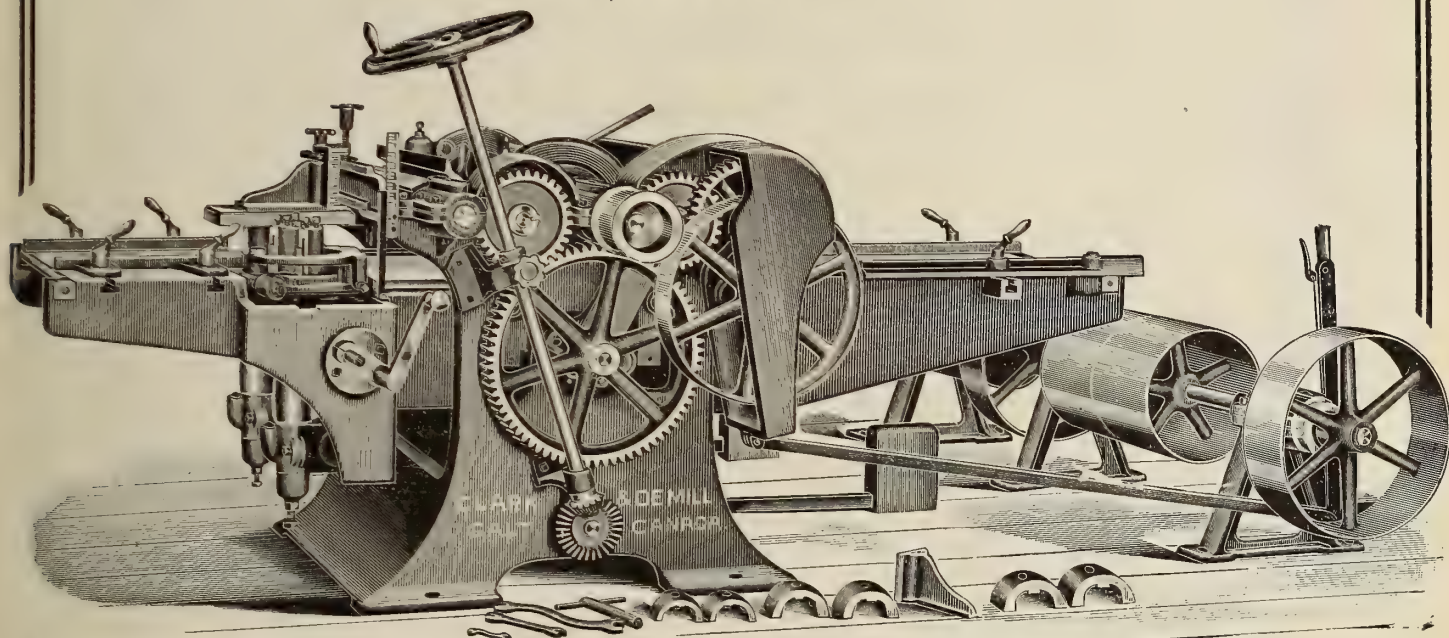
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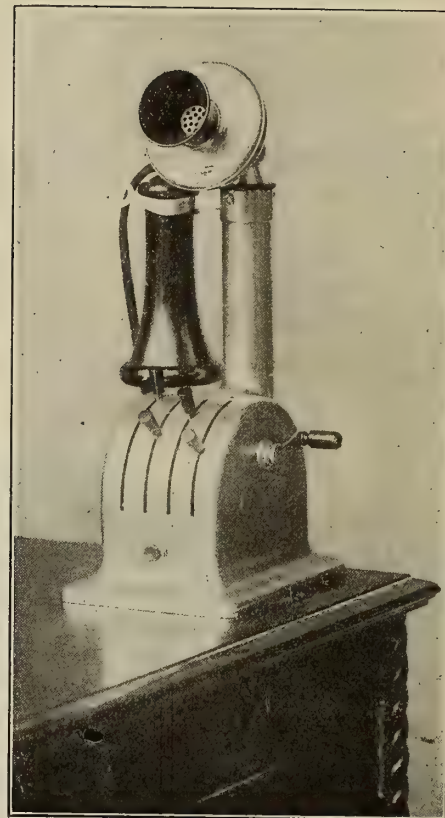
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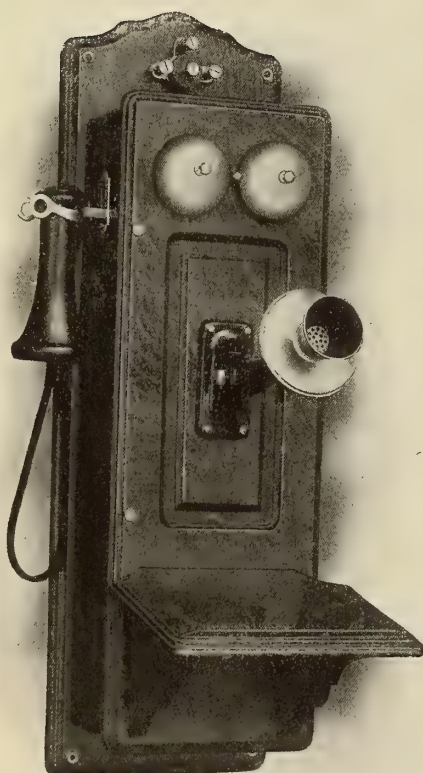
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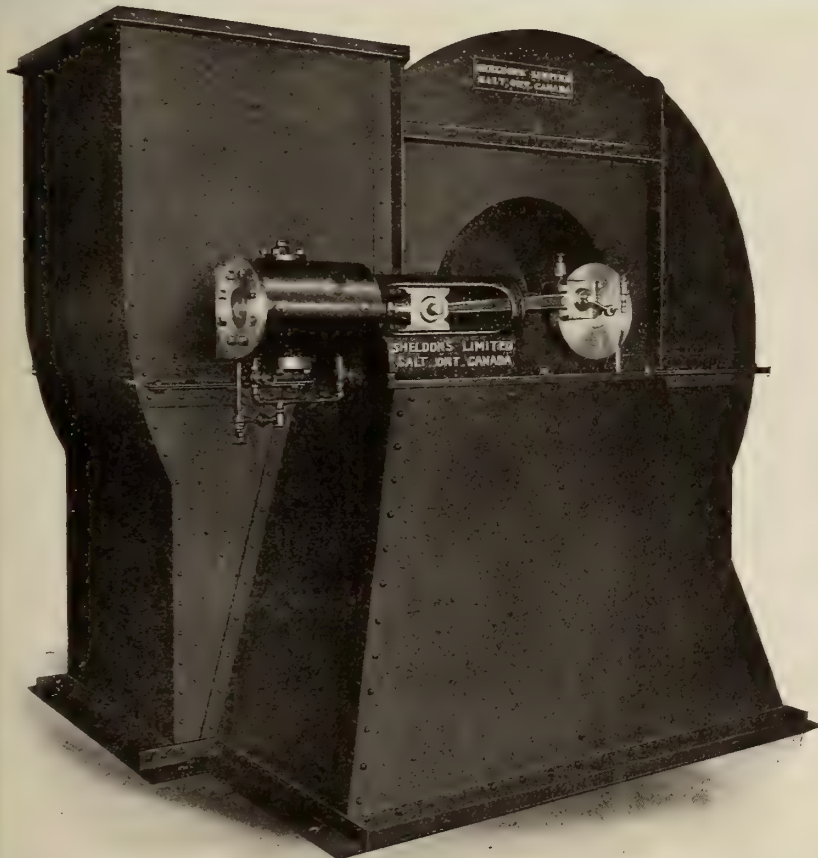
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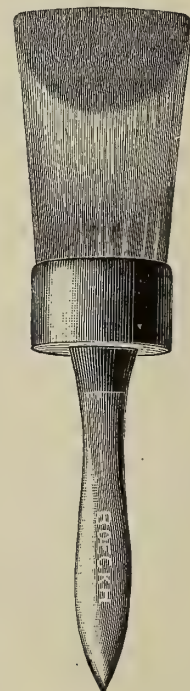
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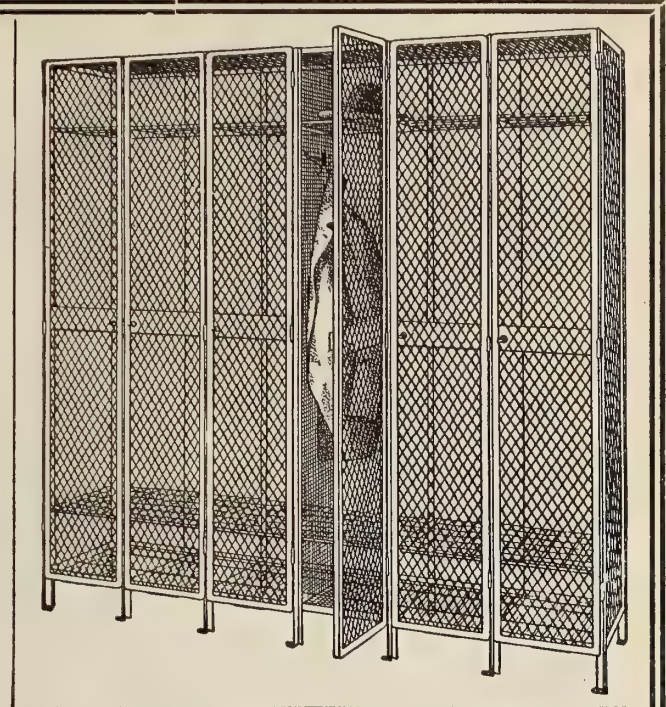
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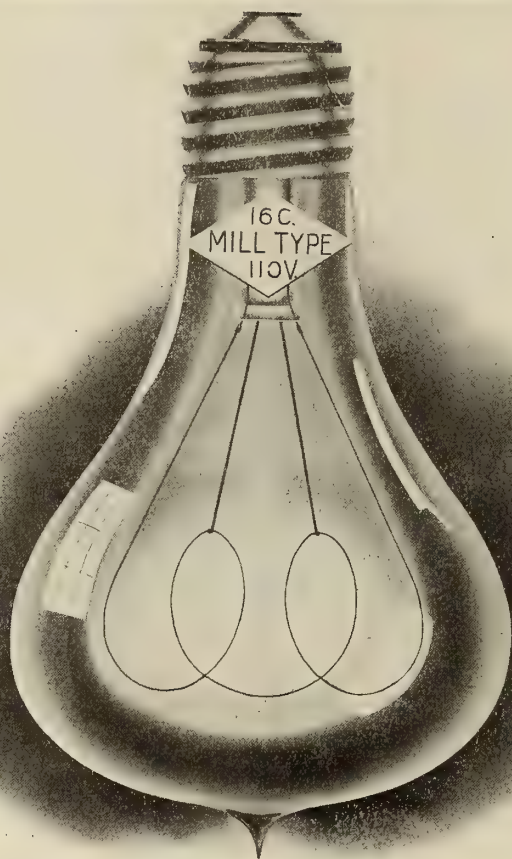
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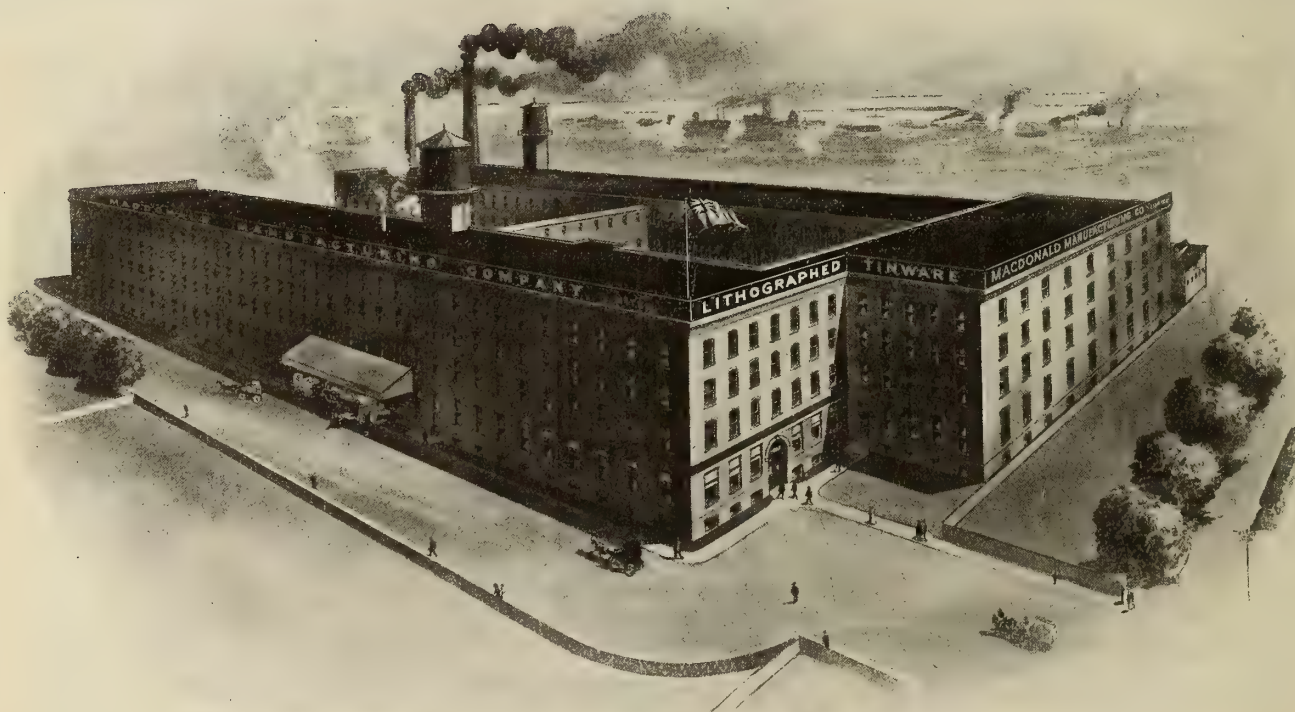
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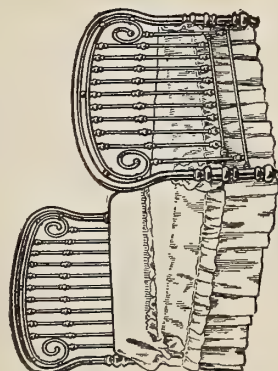


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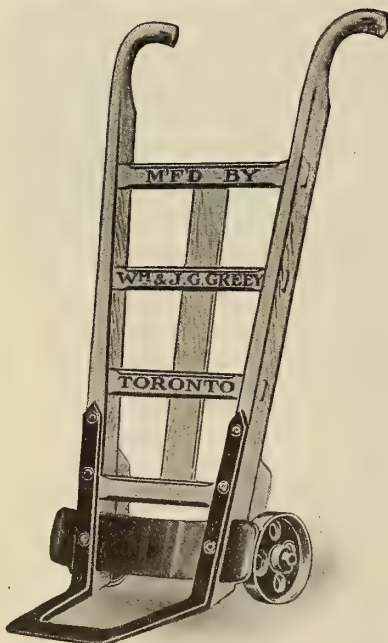
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INDUSTRIAL CANADA

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No. 5

INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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THE EDITORIAL VIEWPOINT.

Destructive Selfishness.

THERE are a lot of people who express the opinion, whether or not they believe it, that an industry which needs assistance to put it on its feet or to keep it there should be allowed to die, because it is of no value to the country. We heard this opinion expressed recently by a group of gentlemen, who were discussing the preferential tariff and its effect on certain lines of Canadian manufacturing. "If they cannot stand the competition let them die," is an easy way for a disinterested party to settle the important question of building up an industrial Canada, but the man who has risked his capital in an enterprise and the working men and their families who are dependent upon his success for their livelihood, think differently, and every Canadian who hopes and expects to see Canada a great industrial centre some day, thinks with them. To have won the title and filled the role of "The Grainery of the Empire" is something to be proud of, but there is more than that to a great country. A truly great country is one that is able to supply all its

needs without going outside its own boundaries, and to this greatness we can rise, not through our factories alone, nor through our farms alone, but by developing both together. If we have to make some sacrifices, if we have to give a helping hand now and then to the one or the other or to both, it is no more than we should do in the interest of the country as a whole, as well as in our own interest ultimately. The selfish man who thinks only of his own immediate interests, cares nothing for the general welfare, nor for his own future, is a poor citizen of any country, and a positive detriment to a young, aspiring country like Canada. This is not a country where we can afford to let industries die. If they are being too hard pressed by outside competition, we have to come to their assistance, and help them all we can to win out in the fight. If we are out of pocket for a time we will get our reward later on, when the country will have developed into a hive of industry, and undreamed of opportunities will be opened up for us all. A little genuine patriotism is what these selfish ones need.

What the Clothing Factory Has Done.

SPEAKING to a clothing manufacturer—one of the largest in Canada—the other day, we were asked: "Can you recall what the people of this country looked like fifteen or twenty years ago, I mean in the matter of dress? If you can, and compare them with the people you meet on our streets to-day, you will note the vast improvement which has been effected in their appearance. The average man of twenty years ago was a cheap, dowdy-looking fellow, to-day he is natty, smart and even stylish in dress, and remember I am speaking only of the average

SPECIAL NOTICE.

Your particular attention is called to pages 445 where all changes in freight rates made by any railway doing business in Canada, for the month of November, are scheduled under the different companies. If any change affecting you is recorded, ask the railway for the supplement covering it. As this service is an expensive one to provide, kindly write the editor, stating whether or not it is of real benefit to you.

man you meet, not of the exception. To me the change that has taken place is naturally interesting, and while other people may have noticed it, I do not suppose that one in a thousand realizes how this has been brought about. No doubt most people would say that the reason of the change is because people, generally speaking, are earning more money to-day, and are able to pay for better clothes. As a matter of fact, however, the average man pays less for his clothes to-day than he did then. The improvement is due entirely to the growth of the clothing industry. The time was when anything did in a ready-made, and a good deal of the clothing was imported from foreign sweat shops, where it was thrown together by incompetents who worked for little or nothing. With the growth of the clothing manufacturing industry in Canada came keener competition with better clothes and closer prices, so that to-day we have a well-dressed people in place of the shabby ones of twenty years ago, and they are getting their clothing for less money." We had never noted this change particularly much less sought to find the reason, but having it pointed out to us, the comparison comes readily enough to mind. To-day there are thousands of our best dressed citizens wearing factory-made clothing, who twenty years ago and even much more recently than that, got all their clothing made to order by the tailor and paid him from fifty to a hundred per cent. more for it than it cost them now. The two most important items of expense in the every-day life of the people are those of food and clothing. In the latter item alone the manufacturers are to-day saving the people not hundreds, but hundreds of thousands of dollars every year, and they are clothing them better than they were ever clothed before. This is a striking instance of what great benefits ultimately accrue to the whole people from the development of a great national industry.

Gompers Hard Hit.

THE result of the Presidential election in the United States is described as a "body blow for Gompers." He undertook to deliver the labor vote to Bryan, and the labor vote refused to be delivered. The Democrats made a lot of fuss over Gompers, and thought that they had the labor vote solid for their candidate when they secured his support. But, as it always happens, there was no labor vote, or at any rate, no labor vote that Mr. Gompers could deliver to anyone. We in Canada, around election time, hear a great deal about the labor vote, and the labor leaders use it as a threat to frighten timid politicians. They are told that they have to do this, that or the other thing, or the labor vote will be turned loose at the very next election and will drive them out of power. When the elections come the labor vote fades away. The truth is, there is no such thing as a labor vote at all. The average workingman has too much intelligence to allow anyone to lead him about by the nose in such a manner. Besides, the labor vote which the leaders refer to is the union labor vote, and even that, if it were united, which it is not, is

only a mere fraction of the total vote cast by labor. The number of the more intelligent class of workingmen outside the unions exceeds that of the unions many times over, and forms the real strength of labor as manifested at an election. The Democratic party in the United States have had this brought home to them in the most forcible manner, and our own politicians in Canada may some day have a similar awakening.

Counting the Cost.

THE strike on the C.P.R. was ended weeks ago, so far as the Company is concerned, but it is still very much in force so far as the unfortunate men are concerned. With winter coming on and want staring them in the face, their position is little short of desperate. The president of their union who led them to defeat has been forced to resign, and charges of bad faith are being made right and left. The Eastern men, who went out on a sympathetic strike in aid of their fellow-workers in the West, claim that they have been betrayed. The Western men are all back at work, but the Eastern men, who had no grievance of their own, are tramping the streets in idleness, while other men fill the places they gave up. As we have frequently pointed out, this is too often the fate of the union man who allows himself to be led about by the agitator. During the heat of the battle the agitator looms large, but when the fight is over and the cost is being counted up, he fades away. Everyone makes mistakes and is carried away by false promises at times. To be always right and to do always right is to be more than human. But to repeat the same mistake over and over again and never learn wisdom is to be less than human, not only to be devoid of the reason of ordinary manhood, but to lack even the instinct of the lower orders, which protects them from the repetition of any act that does injury to themselves. When the workingman learns that striking is more harmful to himself than to his employer, and refuses to be led into further error in this particular, he will be displaying that wisdom which distinguishes him from a mere beast of burden.

Rural Postal Delivery.

THE Government has inaugurated its system of free rural postal delivery, beginning on a small scale, with the intention of extending the service as rapidly as possible. It is not to be expected that the service will be a paying one, at least for some years, but the money which it will cost the country is money well spent. The farm will be made more attractive by being kept in closer touch with the world's busy centres and the farmer will be broadened in his views. A man who passes his life on a farm, cut off from his fellows of the city and town, is bound to grow more and more narrow in his views, and, what is more, suspicious of all who live and work outside his own particular sphere. No one realizes this more than the manufacturer, who is the object of the farmer's constant sus-

picion and even enmity. As we have often pointed out, the antagonism of the farmer is the outgrowth of his ignorance, for which his environment more than himself is to blame. With the free mail delivery the daily paper will reach the farmer every day, and he will be able to keep in constant touch with all that is going on in the great world around him, and with his wider knowledge will come a broader view. It will not be possible for spellbinders to start fairy tales in rural districts when the farmer is brought into touch with the rest of the country, and the lie can be nailed as soon as uttered. Looking at it from every viewpoint, the expenditure on a rural mail delivery is one that commends itself and which, it is to be hoped, will meet with the greatest possible measure of success.

A Strange Argument.

THE *Toronto Daily Star* seems to be drifting back into the old Liberalism which died when the party came into power, and it is using some new arguments as well as many that were long ago exploded. Writing editorially on the tariff laws of Australia, it says that Governmental care in that country is for the worker rather than the consumer, and it adds: "The protective system, by increasing prices lessens the demand for goods, and to the same extent the demand for labor, thus facilitating the cutting down of wages. . . . The system lessens the demand for men, but the law declares that their wages shall not in consequence be reduced below a stipulated minimum." Here is something new. Protection, which gives the trade to home industries, lessens the demand for men, but free trade, which means increased imports to supply local demand, enables home industries to employ more men at higher wages. The *Star's* reasoning is, we confess, beyond our understanding. We cannot see how the taking of orders from home industries and giving them

to foreign manufacturers is going to increase employment and wages for our own workingmen. The *Star* had better consult some of the thousands of men out of employment in the woollen industry by the taking away of the protection necessary to carry on the trade. These men will hardly agree with it, that free trade, or anything even approaching it, increases the demand for men at higher wages. It may, it is true, increase employment for men in some other country, where they work for small pay, but our workingmen would be the greater sufferers if The *Star's* ideas were put into force.

NATURALLY



UNCLE JIM HILL:—What I wants t' see in de interests of eberybody is dat onchristian, onneighborly fence pulled down.

The Mining Boom.

THE Cobalt mining boom is on again, and in the past month or so many paper millionaires have been made through the rise in silver stock. Some of them will remain millionaires because the Cobalt camp is undoubtedly rich, and there are mines enough there to prove worth to make many people rich. Unfortunately, however, the very success of the camp is liable to prove a great public danger. Stories, undoubtedly true, of men who a few months ago acquired large blocks of stock for a few hundred dollars, waking up suddenly to find themselves wealthy, will induce others to purchase shares in mere prospects because they can be had for a few cents each.

Some of these also may prove good, but the thing is a great gamble, and there are bound to be heavy losses. The Ontario Government is taking what steps it can to protect the public by compelling the publication of certain material facts, but even this will not prevent the wild-catter from finding a way to get his hand into the purse of the public. The first Cobalt boom gave birth to a horde of wildcats in which hundreds of people sunk their savings. It was impossible then to tell which were good and which were bad amongst the hundreds of mines offered the public. The chances are not so good for the success of the fakir

now as they were then, but there is still enough opportunity left him to make people cautious when investing in mine shares.

The Steel Company's Crime.

THE opponent's of protection have been busy denouncing the Dominion Iron and Steel Company for having, as one paper puts it, "captured a contract for nine thousand tons of steel rails for India from British houses." "See," they cry, "what protection, bounties and tax exemption have done! They have actually placed a Canadian concern in a position where it can go into competition with the world and even outdo British houses." Just think of that! The feeling of most Canadians will be one of pride in a Canadian institution which is able to go so far afield and win out, and if the aid the Government has given it has enabled it to do this, it shows only that the Government has spent its money well. Did anyone think the Government was paying a bounty to the iron and steel industry with the hope that it would prove a failure? Those people who are crying out against its success must have thought that that was what the Government had in view. It has always been our opinion that the Government was aiding the industry in order to enable it to do just what it has done—win out against competition.

Some Pulpwood Statistics.

JOHN NORRIS, representing the American Newspaper Publishers' Association, appeared before the House Committee on Ways and Means at Washington last month and severely arraigned the so-called "paper trust." He gave some figures during the course of his argument, which are of interest to Canadians. He showed that 18,300 square miles of woodland are stripped every year to make pulp and paper, and that one million cords of pulpwood are brought annually from Canada, which is the sole supply of twenty-three news print mills. He furnished comparative cost to show that paper can be made cheaper in the United States than in Canada or in Europe. He also called attention to "the action of American paper makers, who had by threats driven out of the country a supply of 10,000 tons of news print paper which had been bought under contract dated February 1, 1908, by S. A. Cook, of Neenah, Wis., from the Belgo-Canadian mill at Shawinigan Falls for use in the American market." All of this and a great deal more was set forth in an argument by which Mr. Norris sought to convince the House Committee on Ways and Means that there should be free trade in pulp and paper. What effect Mr. Norris's argument will have we cannot say, but the figures he has given us and some of the statements he made are highly interesting and instructive. If the United States abolishes the duty on Canadian paper entering that country it will be a good thing for our manufacturers, but if it asks in return that we allow them to deplete our forests for a supply of pulpwood for their mills, the advantage to us, on his showing,

will be completely wiped out. He asserts that the American mills can manufacture paper cheaper than the Canadian mills. If that be true, and they are allowed an unlimited supply of raw material from our forests, it is difficult to see wherein Canada would derive any benefit from such a deal. On the other hand, as Mr. Norris points out, a great many of the important paper mills of the United States are already dependent on Canada for their supply of pulpwood, and if this were cut off by an export duty, the time would soon come when they would have to remove to this side of the line or go out of business altogether. In either event Canada would get the business, for the American cannot live without his newspaper, and he cannot have that if there is no white paper to print it on. We have the better of the argument, and it will be our own fault if we do not make the most of it.

Carnegie on the Tariff.

THE current number of the *Century Magazine* has an article on the American Tariff by Andrew Carnegie, in which he takes the position that the "infant industries" of the United States no longer need protection. They are now grown into sturdy champions, he says, and are able to take care of themselves. The majority of the people agree, he declares, that it is advisable for new countries to encourage capital by protective duties when seen to be necessary to develop new industries; after that the tariff becomes of vast importance from the standpoint of revenue only, and reasonable men of all parties may be expected to approve of this method of obtaining revenue. To put his argument briefly, Mr. Carnegie believes that in a new country there should be high protection to build up industrial enterprises, but after these have been gotten on a solid basis, the tariff should be reduced to one for revenue only. It must be borne in mind that Mr. Carnegie is writing of the United States, where protection means a tariff ranging from fifty per cent. upwards, and what they tell us here in Canada is protection he would consider not more than a mere revenue tariff. Under its high tariff, he tells us, the United States has "become by far the greatest of all manufacturing nations," and not until that point was reached did he even think of suggesting a mere revenue tariff. The article is well worth the attention of Canadians who are interested in the building up of Canadian industries. Here we have not reached the development which warrants us in adopting a merely revenue tariff, although there are a great many people who claim that that is all we have. Certainly the tariff on some items, if it is not for revenue, cannot be justified as protection, for it fails to protect.

Returning Prosperity.

BANK statements are pretty good indicators of the state of trade, and judged by these recently issued by Canadian banks, business throughout the country is taking on a much healthier tone. The weekly clearings in nearly every city are showing constant increases, and the

deposits are growing steadily. The money on deposit in Canadian banks in October showed an increase of nearly \$7,000,000, while the savings deposits increased by about \$1,500,000 during the same month. The bank note circulation of October was about \$6,800,000 greater than September, while current and call loans increased \$3,300,000. All of this is very encouraging, and promises well for a great business revival in 1909. Since the close of the Presidential elections in the United States there has been a marked improvement in conditions over there. Thousands of workingmen have been put back to work again, and factories that were closed down or only operated on short time were started up, and are now running up to their full capacities.

Lord Milner on the Preference.

LORD MILNER, who has returned to England from a tour of Canada, has been telling the English people what a great country this is and what a fine people we are, and what a mistake Great Britain is making in turning the cold shoulder to our proposals of closer trade relations. He has found, he says, that the preference movement has gone slightly back in Canada. This backward movement in preference sentiment, he says, is due to the lack of appreciation of favors already granted by Canada and the reluctance of the Canadian people to press their offer on an apparently unwilling British community. There is a peculiar pride about the Canadian people which prevents their forcing themselves where they are apparently not wanted. The Canadian people, Lord Milner might have added, are possessed of a fair amount of business sense, which has caused them to doubt the wisdom of sacrificing Canadian industries on the altar of Imperialism when the sacrifice fails, as he says, to be appreciated by the people who get the benefit. Business is

one thing and sentiment another, and it has never been since the world began good business to give away one's possessions without a return. When Canada gave Great Britain a preference in this market it was a present pure and simple. We got nothing in return that we did not have before, and we sacrificed some of our most important industries. It is no wonder after this experience that his lordship should find the preference movement going backward. Great Britain has as warm a place in the hearts of the Canadian people as she ever had, but self-preservation comes before sentiment in all well-ordered communities, and even sentiment itself dies from lack of appreciation.

MINING PARTNERS



Drilling on Prosperity Claim.

Is Success a Crime?

THERE are a great many people in this world who look upon the man who has made a success in life or, in other words, the man who has made money, as dishonest, without knowing anything about his business methods or his opportunities and ability to take advantage of them. They conclude that because he has made money he must of necessity have made it dishonestly. Without wishing to pass judgment one way or the other on John D. Rockefeller, the genius of the Standard Oil Company, he is an example of a successful man, who has won the enmity—or is it the envy?—of nearly

everyone who speaks his name. Without the least knowledge of his career or of anything else about him, except that he is one of the world's richest men, people do not hesitate to describe him as a robber and oppressor of the weak. The amount of good or of evil he has done in the world does not enter into the question at all. He is immensely wealthy, and his wealth is his condemnation in the eyes of the less successful ones. And of these who are denouncing him, who would not do as he has done? We are told that he committed a great crime when he got

rebates from the railways, and yet there is not one of his accusers who would not go to a great deal of trouble to secure a railway pass, and think himself quite virtuous while riding at the expense of the shareholders. The get-something-for-nothing-when-you-can principle is one that is all but universal. Rockefeller knows how to get more of the good things in that way than his fellows, and what most of his critics, in their hearts, condemn him for is his greater success in this particular field than they themselves have been able to attain. This is no defence of the Oil King or his methods. We do not know enough about either to venture a judgment. We merely refer to him as an instance of the price at which success is bought in this envious world, and it may be added that a man does not need to be a Rockefeller to get a share of envy. Let him succeed ever so little and there will always be someone who has succeeded less to question the methods by which he got ahead of them.

The Collection of Small Debts.

THE laws in the various provinces with regard to the collection of small debts need amending. The workingman who owes a small bill to his grocer can be and is harrassed in a way which the big debtor escapes. If a man owes fifty or a hundred dollars which he cannot pay, his life can be made miserable, while the big fellow who owes a thousand or more assigns and gets out of all his trouble. In Ontario the law for the collection of small debts is very much superior to the machinery provided in Quebec to attain the same end. In the latter province a bill that may be insignificant to start with grows into a mountain when it has the costs added, for in Quebec the lawyer is allowed to tax a bill of costs in every case, while in Ontario court costs alone are allowed in actions for small debts. A few days ago we were in a prominent factory in Montreal when the proprietor showed us a case in point. One of his workmen owed a small balance of \$1.75 to a local merchant, which he neglected to pay. It was given to a lawyer and before the man realized it the bill had grown to over \$12.00 and his wages were garnisheed, notwithstanding that he had already paid more than twice the original amount in instalments. The reason for the garnishee and more costs was the failure to pay promptly an instalment which had become due. The employer sympathized with the man, who was, he said, one of his best workers, but the trouble was that the case had gone too far before it was brought to his attention. The man was worried and incapable of doing his best work, and in addition to having his employee's attention taken off his work the employer was compelled to lose his own time going to court in another man's affair. If this was the only case of the kind it might be passed over, but it is only a sample of what is happening every day. Employers are taken away from their business and forced into court so often in the interest of some dealer who has been too liberal

in extending credit that it has become a rule in some establishments to immediately discharge a man who has the misfortune to get into the clutches of cheap lawyers, for high-class lawyers refuse to have anything to do with such cases. It seems to us that when a man gives credit he should look out for his payments without drawing in outside parties and interfering with other men's business. If the collection of small debts was made less profitable to the lawyers, as is the case in Ontario, and more difficult for the creditor, there would be fewer debts contracted, and the workingman would be much better off. The way it is to-day the dealer is willing to trust anyone for even unreasonable amounts, provided he is working, and then he goes after the employer for it. Two things should be made effective by law, first, it should be made impossible to pile up excessive costs and lawyer's fees on small debts; and secondly, it should not be possible to compel the employer to become bookkeeper for the employee and discharge his liabilities.

United States Tariff Revision.

THEY are going to revise the United States tariff at the next session of Congress, and they are now busy getting data to work upon. There are extremists on both sides, but as Mr. Taft was elected to the Presidency pledged to a revision, he will have to do something if he expects to succeed in winning out a second time. The Americans can revise and cut down their tariff a great deal before they get it as low as what some people are pleased to describe as high protection in this country.

The Building Trade.

IN nearly every city in Canada the condition of the building trade as shown by the October reports is marked by a vast increase over October of last year. Montreal alone shows a decrease, and comes only third in the list for aggregate amount of permits issued during the month. Both Toronto and Winnipeg lead Montreal, which is accounted for by the fact that Montreal proper has very little room left for new buildings, and it does not get credit for the building operations that are being carried on in districts which are Montreal in all but name. Toronto permits for the month of October reached the splendid sum of \$1,019,492. Winnipeg comes second with \$429,000, and Montreal third with \$422,000. In October last year Montreal permits amounted to \$1,091,344 owing to the construction of some very large office buildings. All along the line from Vancouver to Halifax a substantial improvement is shown everywhere, with the single exception of Montreal. Reports from the various cities describe the outlook as very promising in the building trade, which means employment for workmen and increased demand for supplies of every kind.

D. M. COUGHLIN.

HOW TO KEEP A RECORD OF EMPLOYEES' TIME

By D. Fleming

(Representative for Ontario of W. A. Wood.)

An employee cannot do as much work in fifty minutes as he can in an hour. Have you a system whereby a man who works fifty minutes will be paid for fifty minutes? A time system is an essential in a modern factory.

IN the business world to-day the question that is always uppermost is, "How can we increase our profits?" Time and experience have given the only correct answer, and that is, "Reduce the cost of production." Everything else being equal, the firm that can pare down costs is the firm that will get the bulk of the trade in its line.

Time was when a manufacturer could fix his prices by those of his competitor, and the margin was generally enough to cover all deficiencies; but to-day the progressive manufacturer wants to know, and to know positively, what his goods cost him.

There are three important factors in this problem, viz., Material, Fixed Charges, and Labor, and the failure to properly gauge any one of these items can have but one result. Two of these factors, Material and Fixed Charges, are comparatively easy to ascertain, and abuses in them are readily rectified. No firm will, for long, pay for 100 lbs. when its scales show only 90, and the only question asked the seller of some factory equipment is, "How much will it save me?" But a careful purchasing department and a good factory management may be more than counterbalanced by lack of a proper system of time-keeping.

Run your eye over your last annual statement and in nine cases out of ten, the largest single item of expenditure is for labor, and it is this item whence additional profits must come. In the days of easy business and small factories, sentiment played no small part in business; the employer walking through his plant could call all his employees by name, and was often the first man "on the job," keeping his eye on every part of the work, with the result that he had intimate personal knowledge of the working conditions.

To-day there is less sentiment and more system; labor is bought and paid for like merchandise, and should have the same careful checking. For 10 hours' pay you should get 10 hours' work, not 9 hours and 59 minutes.

To eliminate the chance and substitute the mechanical in this line is the desirable end. A machine that will give an impartial, reliable record, of the coming and going of every employee, and how his time was spent while in the establishment, is one of the most profitable investments a firm can make. I know of one firm, employing less than 50

men, who pay one of their young men \$1.00 per week extra, to check their employees "in" at noons. \$52.00 a year to have a man with all his frailties, do what a machine could do better, not only "noon ins," but all the other "outs" and "ins" that to-day, in this case, are simply guessed at. \$52.00 per year is interest on \$520.00 at 10 per cent.; yet this firm refuses to invest less than \$200.00 because they have not enough hands to warrant the expenditure.

The time-keeper, with his little note-book, or numbered brass checks, is

expensive, and not always reliable; the "human" will make mistakes, will have his favorites, his easy days, and in time, unless constantly tuned up, this department will effect the whole establishment. Many good managers, keen on the financial end, willingly allow the profits to be sapped by an inaccurate, expensive method in the time-keeping department, when, by a discriminating purchase of a good time recorder this could be stopped.

When "job time" is required, electric time stamps, placed at convenient points, run from the time recorder, will be found economical and satisfactory.



Time Clocks in Operation.

INSURANCE NEWS

A FIRE-RESISTING MATERIAL.

CEMENT as a material for fire-proof construction received a strong certificate of character in the recent disastrous fire at Pembroke. In the whole fire-burned area but one building remains intact, that of the Alexander Barr Carriage and Wagon Company, and this is of solid concrete construction. It was surrounded by a fierce circle of flame and a quantity of wood piled beside it was consumed, but no damage was done to the building. In an interview after the fire the head of the company said:

"I was both surprised and delighted with the way my building stood the flames. The test was a particularly severe one, too. The adjoining buildings—as will be plainly seen in the illustration—were entirely swept away. They were located within eighteen inches of the wall of my building, which remains standing. In addition to the severe heats of the burning buildings there was that of five cords of wood, which were piled against the carriage factory wall. The cordwood was entirely consumed, but the wall was unharmed. No water was used to stop the progress of the flames at this point, and, in fact, no water was used by the city department on the building shown in the photo. I was an eye witness to the fire from beginning to end, and I believe that my building would have been entirely swept away had it been erected with other materials. I put up the building in 1905, using International Portland cement throughout. It is 102 feet long and 40 feet wide. By erecting it with Portland cement you will agree I have saved thousands of dollars and a great deal of time and trouble besides."

Immediately after the fire the International Portland Cement Company sent two experts to Pembroke to examine the building. Their report shows that the test was a particularly severe one, the building having been located in the middle of the heat zone. Such a test, disastrous as it was to the sufferers, should be of considerable value to pointing the necessity of erecting fire-proof structures.

TOO MUCH WOOD IN TORONTO BUILDINGS.

Mr. F. W. Fitzpatrick, a Washington architect and former Canadian, who is president of the association of all building commissioners in the world, deplores the type of building that Toronto has erected in the ashes of the great fire. He con-

siders that too much wood has been used. He had expected after the terrible lesson given to Toronto that a much better class of buildings would have replaced the destroyed ones, but he found that while the improvement was marked, the new buildings were not one whit better than the new ones in Baltimore that differed, after all, but very slightly from those which had existed before the fire. This simply goes to prove that people will build only as well as they are compelled to build by law. People have an idea that the use of wood is economical, and it will take a good many years and vast conflagrations before we can ever expect to get that notion out of their heads. It is a notion that is costing the United States \$215,000,000 in actual destruction of property, plus another \$300,000,000 for fire departments, etc., and \$195,000,000 for insurance.

RESTRAINED FROM MAKING AND ENFORCING RATES.

Judge Moore, in the Circuit Court at Belleville, Ill., recently issued a permanent injunction restraining 110 fire insurance companies doing business in Illinois from fixing rates and maintaining a joint agent at East St. Louis. The suit was begun in June, 1902, by H. J. Hamlin, the attorney-general of Illinois. It was directed against the Aachen & Munich Fire Insurance Company, 109 other companies and M. F. Zent, the joint agent in East St. Louis. Combination for the unlawful suppression of competition and fixing of rates was alleged.

The injunction granted against the fire insurance companies at East St. Louis, was entered by stipulation as a result of negotiations extending several weeks. The companies are not interfered with on their present methods of doing business, the original litigation and the present injunction dealing with the old compact method of making and enforcing rates. That was given up some time ago for the independent rates system now in general use throughout the West. The writ enjoins the companies from employing M. F. Zent to make and enforce rates under the compact system, or any other man operating on that plan. The injunction applies to the two counties in the East St. Louis district only.

A proposition is before the City Council of Halifax, N.S., for the establishment of a chair factory in that city. Oliver G. Anderson, formerly of Newcastle, is at the head of the company. A plant is to be erected at a cost of \$100,000, and the city is asked to guarantee bonds for the company for \$40,000.



Cement Factory Building Which Withstood the Pembroke Conflagration.

LIENS AND CONDITIONAL SALES

By James R. Roaf

Manufacturers are constantly brought into touch with lien law. Its operation in the different Provinces is explained in the following article. What is subject to lien and how the holder is protected.

IN legal terms the word lien denotes a claim or hold on property, either real or personal, as security for the payment of a debt or obligation.

There are four sources from which liens are derived. (1) Common Law. (2) Equitable. (3) Maritime. (4) Statutory.

(1) A Common Law lien is a right in one man to retain that which is in his possession until some debt due on, or secured by such property, shall be paid or satisfied. It can only be created to the extent of the title of the person creating it. Possession in the lien holder is essential to a common law lien. It confers no right of property but only a right of detainer.

(2) Equitable liens are those which a Court of Equity recognizes as distinct from strictly legal rights. The words are undefined and only denote a charge or encumbrance of one person upon the property of another. It is not a right of property nor does it depend upon possession, it is merely a right to have the property subjected to the payment of a debt or claim.

(3) A Maritime lien is a right given by Maritime law, and consists in the power to cause the thing to be sold in order to have the debt or claim paid out of the price. The term is ordinarily used in reference to vessels, their tackle, furniture, etc., but it also applies to the lien the ship has on the cargo for freight or general average, though this differs from the lien on the vessel in important particulars. A salvor has also a lien, on the property saved, for a fair remuneration.

(4) Statutory liens are those defined or provided for by statute. They are looked upon with jealousy and are governed strictly by the act creating them.

Liens are also divided into two classes, General and Specific.

A General lien is a right to retain the property of another on account of a general balance due from the owner, it is not favored, is strictly construed, and can only be established either by contract, express or implied, or by custom, or usage, of trade, or by the course of dealings between the parties.

Some Specific Liens.

A Specific lien is a right to retain the property of another on account of labor employed or money expended on the specific property. Such liens are favored by law and may arise by implication of law, by the usage of a trade, or by express contract.

A Vendor of goods not sold on credit has a lien for the price so long as he retains possession of the goods, and any

unpaid seller has an equitable lien in the right to stop goods *in transitu* upon the purchaser becoming insolvent.

A miller has a lien on flour ground from the grain delivered to him for grinding. A tailor has a lien on the cloth delivered to him to be made up.

Any person by whom a chattel has been improved has a lien thereon for the price of his labor or skill, and for the expenses incurred in the improvement of the chattel.

A warehouseman has a specific common law lien on the goods stored in respect of his storage charges.

A carrier has a specific lien for his hire in carrying goods. Statutory liens exist in the Provinces of Ontario, Quebec, British Columbia and Manitoba in favor of woodmen getting out timber and bringing it to market.

An inn-keeper's lien is a common law lien modified by statute. A boarding-house keeper and a lodging-house keeper have a lien in Ontario and some of the other provinces by statute.

A mechanic has a lien on property for his wages for work done on the property, and a vendor of goods used in building also has a charge. This is statutory under the Mechanics' Lien Acts, and the details of procedure to hold and realize the same is given by the statute allowing the lien, and if the steps set out in the statute to hold the same are not strictly followed the lien lapses.

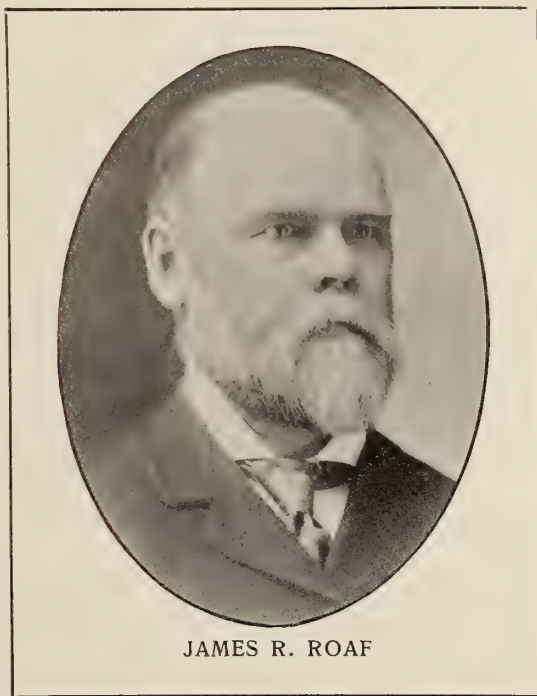
A solicitor has a lien upon documents placed in his hands by a person entitled to dispose of them, in respect of work done thereon, and also a general lien on documents which he receives in his professional capacity, but this does not extend to documents received by him as a land agent or for safe keeping.

A banker with whom a customer leaves for safe keeping a box containing securities to which the customer has sole access, and keeps the key, has not a lien on the securities for a general balance due from the customer.

There is also a class of transaction in which manufacturers are often interested, and they often use the term "lien" or "lien note" when the transaction is that of a "conditional sale" or "hire purchase" contract.

Rights Under Conditional Sales.

A conditional sale is one on which the transfer of title to the thing sold, or the buyer's right to keep the thing sold, is dependent upon the performance of a condition. It is a sale in which, while delivery of the article sold may take place, the binding effect or title is made to depend on due payment



JAMES R. ROAF

of the purchase money, or the performance by the buyer of some condition, and until paid or performed the title remains in the vendor.

A hire purchase contract is when a specific chattel is hired at a rental payable by instalments, with a proviso that the hirer shall become the owner on payment of the rental instalments. The property in the chattels remains in the vendor until all rentals are paid. Such an agreement is effectual in preventing the hirer from acquiring any title or property by virtue of payments made amounting to less than the sum agreed upon.

This class of sale requires to be in writing, and to be agreed upon before or at the completion of the contract, as if a bargain of absolute sale be made the subsequent signing of a conditional sale or hire purchase contract will not revert the title to the goods in the vendor.

In consequence of abuses in this class of transaction statutes have been passed by the various provinces regulating and governing conditional sales of chattels. These acts vary in the different provinces, and as they are amended from time to time the safest plan for a manufacturer is to get a copy of the Act of each province in which he does business, also to obtain copies of all Acts amending the same, and note such amendments, and in cases of importance before parting with possession of his goods see that the statutory requirements are complied with.

The Law in Ontario.

An idea of the nature of this class of legislation can be had from a short résumé of the Ontario Act, it being as follows:

Conditional sales of manufactured goods and chattels must be signed by the bailee, or his agent, and shall only be good as against subsequent purchasers or mortgagees for value without notice, if at the time delivery of possession is made the name and address of the bailor or vendor is painted, printed, stamped or engraved thereon or plainly attached thereto, subject, however, that the above terms do not apply to household furniture other than pianos, organs or other musical instruments, nor do they apply when the bailor or vendor within ten days from the execution of the instrument files a copy of it in the office of the Clerk of the County Court of the County in which the bailee resided at the time of executing it. In districts the copy is to be filed in the office of the Clerk of the District Court.

Conditional sale of chattels other than manufactured goods and chattels are only good against subsequent purchasers and mortgagees when evidenced in writing by the bailee or his agent, and a copy filed with the Clerk of the County Court.

The Clerk of the Court is entitled to a fee of ten cents for filing the receipt, and five cents for every search made in respect thereof.

A copy of the receipt must be left with the bailee at the time of execution or within twenty days thereafter.

Every manufacturer, bailor or vendor shall give any interested person, within five days after demand, full information respecting the balance due and the terms of payment thereof under penalty of a fine of \$50.

If the information be asked for by letter the enquirer must give a name and postoffice address, and the answer is sufficient if sent by mail to such address.

If possession is retaken by the vendor or bailor for breach of condition he must hold the goods for twenty days, during which time the bailee or his successor in interest may redeem the articles on payment of all arrears, with interest, and the cost of taking possession.

If the retaken goods are of a value of over \$30, five days' notice of sale must be given to the bailee, if not given personally it can be given by registered letter posted seven days

before the five days will end; the five or seven days may be part of the twenty days before mentioned.

If goods are affixed to realty they remain subject to the lien, but the owner of the real estate can take them on paying the balance due on them.

Conditional sale agreements by companies to railways of rolling stock are to be filed in the office of the Provincial Secretary within ten days after execution of the same.

CABLE CODE CONDENSING.

BY a system of cable code condensing, introduced by the Cable Code Condenser, of Kingsway-house, W.C., it is claimed that the cost of cabling can be reduced in some cases by as much as 50 per cent. below that entailed by cabling the actual words which stand for phrases in the various code-books in general use.

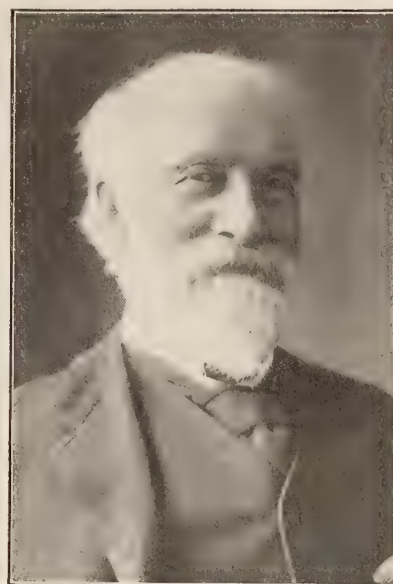
The new Telegraph Convention, which comes into force on July 1 of next year, permits the transmission by cable of artificial words containing 10 letters or less, though it stipulates that they shall be pronounceable according to the current usage of the eight languages to which it applies. Taking advantage of this provision, the inventors of the Cable Code Condenser, who might have conveniently bestowed a more distinctive title on their device, have arranged that all messages sent by its agency shall be transmitted entirely in the form of ten-letter words, consisting of three pronounceable syllables, each beginning and ending with a consonant, together with a final letter which may be either a consonant or a vowel. Each of these syllables is made to represent a group of figures, and their constituent letters are stated to be so selected as to avoid combinations which experience shows are telegraphically unsuitable, as being specially liable to mistakes in transmission. The source of these figure-groups is the figures which are to be found with each code-word in most of the code-books now recognized; if any particular code-book which it is desired to use does not possess them, it must be numbered, numbers of four, five, or six figures, beginning with 0001, 00001, or 000001, respectively, being employed. The same process may be applied to catalogues. When a man wishes to send a cablegram he takes any code-book that he and his correspondents are accustomed to, and writes down his message, not in the code-words, but in the numbers attached to them; then, dividing these numbers into groups of three figures, he writes below each group the equivalent syllable which he will find in the tables issued by the Cable Condenser Code at the price of 25s., and at the end of every three groups he adds a certain letter, the purpose of which will be explained immediately, thus making words of 10 letters. It will be seen that, supposing the numbers in the code-book used to consist of five figures each, a message which would require for its expression nine of the ordinary code-book words can in this way be represented by five Condenser Code words; each Condenser Code word stands for 14-5ths code-book words, and the cable companies are made to give full value for the money they receive, having to transmit 10 letters for each word and not getting off with a smaller number of letters, as they do with many of the ordinary code-book words. The method thus means, in this case a saving of four-ninths, or 44 per cent. In the case of a short message, expressible in two code-book words, there is a modified arrangement which enables transmission to be effected by one Condenser Code word, the saving then being 50 per cent. But a message of four code-book words would require three Condenser Code words, and the saving would be only 25 per cent.; five code-book words could, however, be sent for the same money, since in the case of the four-word message the greater part of one Condenser Code word is wasted. —The above outline is quoted from *The Times*, of London, England.



Sir Edward Clouston



Mr. T. J. Drummond



Sir Sandford Fleming

MEN OF THE MONTH

Interesting Paragraphs about Men and Affairs

A CANADIAN KNIGHT.

AMONG the birthday honors which were conferred by the King on November 9th was a baronetcy to Edward Seaborne Clouston. Sir Edward, by which name he shall be known hereafter, or until some greater dignity befalls him, has hewn out a niche for himself in the Canadian hall of fame. Entering the service of the Bank of Montreal in 1865 as a junior clerk he has risen to the top of that great banking organization. In 1887 he became assistant general manager, and in 1890 assumed the full management. He has since been elected vice-president.

The Bank of Montreal is one of our institutions in which even the humblest citizen makes bold to take pride. The excellence of the management, the great extent of its operations, its stability and solidarity, have all operated to place it in a commanding position, not only in this country, but in countries with which we do business. It has enjoyed an enviable record.

Sir Edward is also President of the Canadian Bankers' Association, and assisted greatly in framing the Bank Act, and in subsequently revising it. He is President of the Canadian Board of the London and Liverpool and Globe, and of the Manitoba Fire Assurance companies.

A CONSOLIDATION OF INTERESTS.

THE merging of the Drummond interests under the Presidency of Mr. T. J. Drummond is a subject of general interest in Canada. In the iron industries there is great competition from foreign corporations controlling great capital, and able to manufacture at a minimum of cost. To meet this it has been found advisable to organize a company which will take in the Londonderry furnace, the Midland furnace, the Radnor furnace, and the furnaces at Drummondville, together with the secondary industries controlled by the Drummonds, the car wheel and pipe-making foundries, etc., and also ore deposits at various places. The

new company has a capitalization of \$3,000,000 preference stock, \$5,000,000 common stock, and carries mortgage bonds of \$2,500,000. A special interest attaches to the Londonderry furnace from the fact that it was there that English capitalists first invested in this industry in Canada. As long ago as 1855 the furnace was started, with disastrous results for several years to the investors. It is the only furnace in Canada the equipment of which came from Great Britain. Once again British capital enters into the operation of this plant, as the bonds have been placed in England. This is a fine tribute to the business reputation of the men behind the industries, that money is forthcoming, and in such a large amount, from Great Britain for the new steel and iron corporation.

REDUCTION IN CABLE CHARGES.

ONCE again Canada is to the fore in an effort to increase trade within the Empire. This time it takes the form of a proposal to make intercourse freer by a reduction in the cost of cable messages between Great Britain and Canada, and of course that pioneer of the all-red cable idea, Sir Sandford Fleming, is out campaigning in the good cause. Penny a word cables is the slogan. Sir Sandford has already done good work in the field which he has marked out for his own. An imperial cable joins the over-sea states in the Pacific to one another. But it is felt that with present rates its usefulness is narrowly circumscribed. Hence the movement which is now under way to secure a reduction. The conference which was recently held in England had before it a proposal from Hon. Rodolphe Lemieux for a state-owned cable between Great Britain and Canada, whereby it was believed a material reduction could be made. The proposal has the support of Mr. Henniker Heaton, whose good work in accomplishing the reduction in postal rates gives confidence that his advocacy of the new idea will meet with similar success. On this side of the water Sir Sandford Fleming is lending the movement the great power of his support.

A PROPHET OF HOPE.

MR. F. W. THOMPSON, Vice-President and General Manager of the Ogilvie Flour Mills Co., recently delivered an address before the Canadian Club of Fort William, and as was to be expected his speech bristled with suggestive facts. Few men are better acquainted with Canada than the head of the big milling company whose name is as familiar in England as it is in Canada. He knows the West, for the success of his business depends on his knowing it. His work necessarily brings him into close and intimate relationship with every transportation route; he manufactures in Montreal.

It is from such a man as this that we usually hear the most optimistic prophecies. It requires imagination to see what the Canada of twenty years hence will be. Mr. Thompson looks forward to the time when the sister cities at the head of Lake Superior will take their place with any cities on the continent for size and wealth.

How does he figure it out? Somewhat this way. Western Canada this year produced approximately 115,000,000 bushels of wheat, 100,000,000 bushels of oats and 25,000,000 bushels of barley, besides other grains, cattle, etc. Yet only a fraction of the country is under cultivation. The new transcontinental, with its branches, will open up a new area, greater than that which is already occupied, and still the land is only being discovered. So that an empire's grain will before many years find its way down to the head of navigation.

But in the meantime a great national work is to be done, as complementary to this development. Mr. Thompson speaks out boldly in advocacy of the early construction of the Georgian Bay Canal.

"Nature has endowed Canada with what is probably one of the finest systems of inland water transportation in the world," he says, "but nature in this, as in everything else, needs assistance, and what we want—what the people of this district want—what the commercial requirements of Canada demand—is that our government should immediately take up with all seriousness the construction of a ship canal connecting the waters of Georgian Bay with those of the Ottawa—a canal of sufficient capacity to make the cities of our great lakes, the lake cities not only of Canada, but those of the United States as well, for all purposes seaport towns having direct connection by ocean-going steamers with the salt water ports of the world. That this is economically and financially

possible is my firm belief—a belief founded on investigation which I have made, and consideration which I have been able to personally give the matter. I believe, too, if Sir Wilfrid Laurier will obtain the necessary statistics and engineering reports they will verify my belief as to the possibility of the construction of this canal upon a basis of cost which will make it profitable to Canada." There can be no doubt that in this Mr. Thompson has opened up a subject of the first importance to Canada.

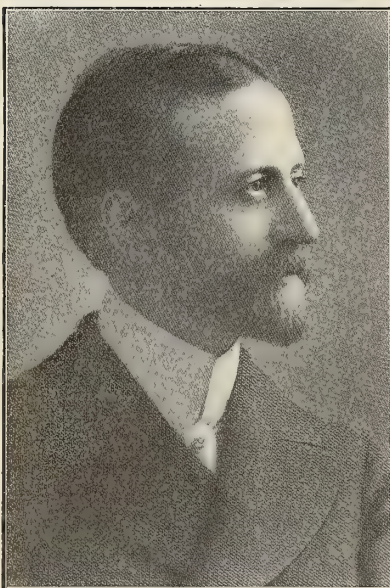
A MANUFACTURER AS PREMIER.

HON MR. F. L. HASZARD has been returned to power in Prince Edward Island. We are particularly interested in Mr. Haszard because he unites with his Premiership the vice-presidency of the Canadian Manufacturers' Association for the Island Province, representing in the Association the Charlottetown Condensed Milk Co., of which he is President. It has been frequently said of late, by men on both sides of the political fence, that the interests of the people are best served by a Government with a narrow majority. Under the circumstances we shall expect that the Island will enjoy an ideal rule for the next four years, for a majority of two is getting it down about as fine as possible.

The diversity of industries in the Maritime Provinces served a good purpose in the recent trade depression. Long after the rest of Canada and the United States were suffering from a curtailment of business, they were pursuing the even tenor of their way. More recently active steps have been taken to induce immigration and to develop manufactures. In the added prosperity which will follow, we shall expect to see Prince Edward Island securing an abundant share.

WILL BE MINISTER OF LABOR.

MR. W. L. M. KING, M.P., is slated for the Labor portfolio in the next parliament. Mr. King has accomplished much good work already in his connection with the Labor Department at Ottawa, where as Deputy Minister the actual working out of the Lemieux Act fell largely to his lot. As Minister the scope of his work will be greatly enlarged. He will now initiate measures where he formerly carried them out. Great opportunities are open to the young man who, already with no small experience, assumes the responsibilities of administering the Department of Labor.



Mr. F. W. Thompson



Hon. Mr. F. L. Haszard



Mr. W. L. M. King, M.P.

TUNNEL TRAINS OPERATED BY ELECTRICITY

A new system has been installed in the St. Clair Tunnel whereby locomotives using electricity as motive power will haul heavier trains with greater celerity. Canadian methods still to the fore in tunnel operation.

ON November 12th the electric system which has been installed in the St. Clair Tunnel was accepted by the company after a thorough test extending over several months. This tunnel, which was built eighteen years ago under the supervision of Mr. Jos. Hobson, has provided a route for an enormous amount of traffic, the volume of which has grown so much of recent years that it became necessary to devise some quicker and more effective method of handling trains. Heretofore steam engines, specially designed for the purpose, were used but, while giving a fairly satisfactory service, they could only handle a train of 760 tons, and with such a load their progress up the two per cent grades was exceedingly slow. It was to overcome these conditions that the company turned to electricity. The objective was a motive power which would move a 1,000 ton train from terminal to terminal in fifteen minutes with a minimum speed of ten miles an hour on a two per cent. grade. Such was the problem with which the electrical engineer, Mr. Bion J. Arnold, was faced, and it was the successful solution of it which was marked in the final acceptance of the work by the Grand Trunk Railway Company last month.

The tunnel is operated as a separate division of the railway. Trains are delivered to it from either sides of the border and are handed over at the other. No steam locomotives belonging to either division will draw trains through the tunnel. The St. Clair Tunnel Co. is a subsidiary company

organised exclusively to handle the business of this short division. It controls a single line through the tunnel proper, with double track approaches. The tunnel is 6,032 feet in length, but there are four miles from end to end of the electrified system. The system adopted is that of a current supplied from overhead wires by means of conductors.

Three electric locomotives, similar to the one shown herewith, have been provided for the service. As will be noted, they consist of two independent half-units. Each half-unit, which is in reality a unit, as it can be operated separately, is mounted on three pair of axles driven through gears by three single-phase motors, whose rating is 250 horse-power, or 1,500 for the completed locomotive. The electric motors have a very liberal overload rating, so that it is easily possible to develop 2,000 horse-power or more with one locomotive.

The locomotives are powerful enough to start a 1,000-ton train on a two per cent. grade in case this should be necessary. At a test made on a half-unit, using a dynamometer car, it was found that a single half-unit developed 43,000 pounds drawbar pull before slipping the wheels. This was done on a comparatively dry rail, with a liberal use of sand. On this basis it would be possible to develop about 86,000 pounds drawbar pull with a complete locomotive. The maximum speed of the locomotives is 35 miles per hour. However, it is not the intention of the Tunnel Company to operate the locomotives at a speed in excess of 30 miles per hour.



Electric Locomotive Emerging from St. Clair Tunnel.

FOREIGN TRADE NOTES

Trade Conditions in the United States.—The following statement appears in the November issue of R. G. Dun's International Review. It shows a decided improvement in conditions and prospects:

Textile plants are more fully occupied and a better tone is apparent in the primary markets, buyers exhibiting a greater degree of interest. Prices continue to prevent export trade on any general scale, offers from China being numerous, but too low for consideration. Prospects are considered most favorable in the footwear industry, indications being seen in certain quarters of a disposition to purchase on a more liberal basis than at any previous time this year.

Considering the amount of business in the iron and steel industry known to have been held back until after election, the volume of new orders is encouraging. While the railroads are not placing normal orders by any means, yet there are new sales of cars and track equipment, and one of the largest systems announced that it is about ready to provide for next year's supply of rails. Several bridge contracts have been placed, and with numerous buildings and a viaduct aggregate a good tonnage of structural steel. Recent orders for steel cars by one road alone will take about 35,000 tons of plates and structural shapes, and there is a demand for light rails.

Preparation for future business is accumulating stocks at points of production, but it is known that there is little surplus in distributing channels. Retail trade irregular. Railway earnings for October were only 4.6 per cent. less than in 1907, and prices of railway stocks during that month rose above all records for the past year, while financial conditions compare most favorably with the demoralized situation a year ago. Foreign commerce in September showed larger exports than in the corresponding month of any preceding year, and imports were the largest since last November. For the latest week at this port alone exports were \$744,417 larger than in the same week of 1907, but imports showed a loss of \$474,884.

Encouraging Trade Within Empire.—A practical example of the encouragement of trade within the empire has just been given by the Ogilvie Flour Mills Co., of Montreal. The first consignment of corn which it may safely be said has ever been received from South Africa by Canada has just arrived for this company. This shipment consisted of 9,000 bushels. The corn is used principally for making white corn flour which bakers use for powdering the crusts of bread and for making corn cereals. Hitherto corn has been bought almost exclusively from the United States. It is stated by the Ogilvie Company that the shipment which has just been received is of a particularly high quality, excelling anything which has heretofore been imported.

International Exhibition of Latest Inventions.—The Russians have hit upon the attractive idea of holding an International Exposition of the Latest Inventions in practically all branches of industry. A very comprehensive programme has been drawn up and approved by the Minister of Commerce and Industry. The exhibition will be held in the Michailoff Riding School at St. Petersburg from May 4 to June 23, 1909, under the management of the Society of Military, Naval, and Rural Economic-Technics of Russia. All foreign exhibits will

be allowed to enter Russia free of duty under the condition that they will be re-exported within two months after the closing of the exposition. Exhibitors wishing to take part in this exposition should communicate with the Committee of the International Exposition of Latest Inventions, Moika 1, St. Petersburg, who will furnish all necessary information not later than January 14, 1909.

Japanese Exposition Postponed.—The Japanese Exposition, which was to be held in Tokio in 1912, and for which the United States had already appropriated \$500,000, will not take place until 1917. The Japanese Government decided that there would not be sufficient time to prepare the exhibition grounds, erect the buildings, and make the necessary arrangements for the accommodation of foreign and native visitors. It was further realized that the industrial situation in Japan would be disturbed by pushing the completion of the fair within the allotted time and that it would be necessary to increase the budget already voted by the Diet for the purpose. Moreover, the Japanese Government wished the projected exposition to be commemorative of a very auspicious event in the national history. In 1917 will be celebrated the fiftieth anniversary of accession of his Imperial Majesty, the Emperor, to the throne, and therefore proposed to avail itself of that happy occasion to inaugurate the grand exposition which is thus deferred for five years.

Machinery and Tools.—"Several firms in Canada are now endeavoring to find a market in Great Britain for various kinds of machinery," writes the Canadian commercial agent at Birmingham. "Catalogues have been received by this office, together with requests for information regarding probable openings for trade. While it is not possible to obtain particulars of the multifarious types of machinery imported by midland firms, every effort is made to acquire such information as will enable us to decide whether specific Canadian machinery is saleable or not. The most commendable course is for Canadian firms to send a representative to this district to conduct their own investigations, as they would possess the necessary technical knowledge, without which it is exceedingly difficult, if not impossible, to interest probable buyers. Letters of introduction could be taken from this office, by which means there would be no difficulty in obtaining a sympathetic consideration of any proposition Canadians may have to make. In the initial stages correspondence is unsatisfactory and seldom productive."

Traction Engines for British Army.—Being in the market for automobile tractors capable of handling eight-ton loads, the British Army authorities announce a competition for February next. The vehicle winning the competition will be bought at the conclusion of the trial at the price stated on engagement blank, providing the experts consider it suitable for army work. The authorities also promise provisionally to buy other vehicles if satisfactory. Full liberty is given in the class of engine and fuel used, but price of the tractor must not exceed \$5,000. Economy in fuel consumption is essential, and liquid having a flash point of less than 75 degrees Fahr. will be barred. Kerosene may be used for starting, providing the engine can be started from cold in less than twenty minutes. Points on which the award will be made are, among others, distance and average speed at which eight-ton loads can be hauled without replenishments, cost and efficiency, hill climbing power and ability to work away from highways, accessibility, ease of repair, absence of noise, vibration, etc. The test will extend over fourteen days, during which time the vehicles will have to run over level and hilly roads, submit to brake tests and be dismounted for examination.

BIG SHIPMENT OF PULP FROM CANADA

At Clarke City, a point two hundred miles north of the City of Quebec, a pulp mill is in successful operation. The biggest shipment of pulp ever made from Canada has just been consigned to England.

OUR industries are spreading out and increasing to such an extent that we are unaware of their real importance till some chance item calls our attention to them. A few days ago the newspapers announced in half a



Pulp Mill at Clarke City.

dozen lines that a shipment of five thousand tons of pulp was being made from Clarke City, Quebec. The report was interesting, as marking a town the location of which it is safe to say was unknown to most Canadians. Yet that fact is not in itself strange, for new towns spring up in the West with such rapidity that the railway conductor is ever kept in suspense wondering what is the town which has blossomed over night in the prairie of yesterday. Clarke City, however, is situated where we have been accustomed to consider there was nothing but bare rocks and perpetual ice fields. Two hundred miles north of Quebec, on a line with the north coast of Newfoundland, and bordering on the unknown lands of Labrador, it sounds inhospitable, but is in reality, as will be seen from the view given herewith a spot where nature has been particularly kind. Surrounded by mountains whose sides are clothed with pulp wood, with a water flow capable of developing any desirable horse-power and in close proximity to a magnificent harbor, it is an ideal site for a pulp manufacturing plant.

The shipment of 5,000 tons, which has just been made to England, is said to be the largest single pulp cargo which has ever left a Canadian port. It will be followed by further shipments, aggregating in all 15,000 tons by the end of the year. That such a mill can operate on such a large scale in this territory illustrates the immense possibilities for development that Canada still enjoys.

The mill, as shown in the illustration, is of cement construction, and is favorably located on the St. Marguerite river. A dam varying in height from 8 feet to 25 feet provides a full head of water of 55 feet, which furnishes double the power which is now being used. The water is conducted to the water wheels through penstocks 100 feet long. There are two 15 feet penstocks supplying the grinders, which are direct, connected

to the water wheels, and also two 8 feet penstocks for supplementary and electrical power. Provision is also made for future extensions. Individual motor drives are made wherever practicable, and the whole development is up-to-date in every respect.

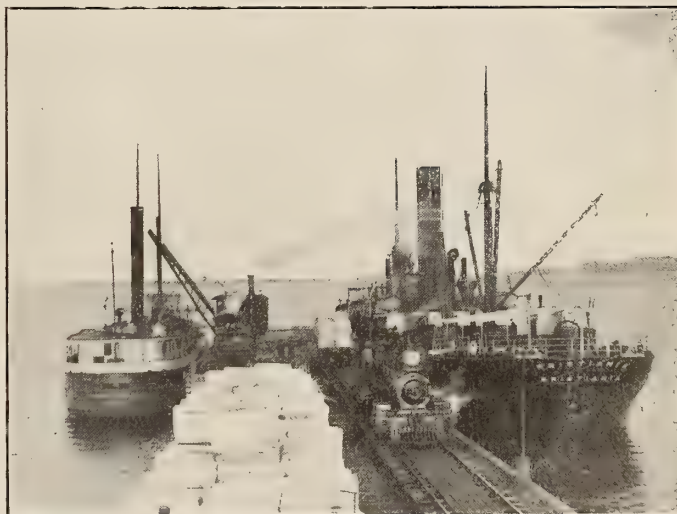
The mill consists of 24 grinders, 20 wet machines, and 8 of the largest hydraulic presses ever made, pressing the pulp to 60 per cent. dry, and 4 bailing presses taking care of the 1,400 bales of pulp made per day. There are also 13 rotary screens and 12 flat screens. Space is reserved in the mill for 12 more grinders, 10 wet machines, 6 screens and pressing equipment. The machine shop is excellently equipped, and includes the most approved class of tools for an enterprise such as is now in operation at Clarke City.

Adjacent to Harbor.

A railway 9 miles in length takes the pulp from the mill to the wharf, which is situated in the beautiful bay of Seven Islands, and which promises at no distant date to become the winter port of the St. Lawrence. Ample accommodation is made at the wharf for the largest steamers afloat.

The logs are taken from the forest close to the mill, and it will not be necessary to do any river driving for the next few years.

The town consists of about 100 up-to-date cottages, steam-heated and lighted by electricity. A nicely-appointed hotel, of



The biggest cargo of pulp ever shipped from Canada to England.

30 rooms, will supply the wants of visitors. The town is equipped with sewage system, water works, fire protection and electric light.

Views are given of the *Kristania*, which carried a cargo of 5,000 tons of pulp to England, and the mill and its buildings.

NEWS AND VIEWS

Those who make a habit of pleading a previous engagement as an excuse for declining an invitation will have to work up something new before answering the call to attend advance. The meeting begins September the seventh congress of the Chambers of Commerce of the Empire, for the invitations were issued just fifteen months in 14, 1909, and the announcements were published June 26, 1908. It must not be assumed, however, that the length of notice given indicates a proportionate degree of formality in the function itself. If it did no one in the Association would have a ghost of a chance of qualifying, except perhaps one or two whose names we prefer not to mention. No, the reason is that it is being held away around on the other side of the earth, in Sydney, N.S.W., and in these hard times the poverty-stricken manufacturer who makes up his mind to go that far from home usually has to save up for a year before he can check his trunk through. At the last congress, held in London in 1906, the C.M.A. was ably represented by Messrs. George E. Drummond, P. H. Burton, R. J. Copeland, and John Coates, through whom resolutions were introduced and carried dealing with preferential trade within the empire, uniform laws respecting patents, copyright, and insolvency, and an imperial commission on weights, measures, and currency. For a gathering of such world-wide importance this was greatly to the Association's credit, and it is to be hoped that a serious effort will again be made to keep Canada's biggest commercial organization well to the front, not only by the preparation of resolutions on subjects of importance, but by the selection of suitable men to present to the congress the ideas embodied in those resolutions.

If Canadians would buy the products of Canadian shops and industries there would be little slackness in our factories, even in a year of general depression such as that through which we have just passed. The manufactured goods which we have imported during that time, had they been made in this country, would have kept our shops and workmen going to their full capacity. We are brought to these reflections by a recent case of discrimination against Canadian goods which would be incredible were it not vouched for by the best of authority. One of our most prominent banks has just fitted up a new branch in Montreal. Tenders for the railings were secured from a United States and a Canadian company. The quotations were as follows:

	Bronze.	Iron.
Canadian firm	6,900	5,900
United States firm	\$8,500	\$7,000

The railings were bought from the United States manufacturer for \$7,000, or \$1,100 more than a similar article made in Canada would have cost, and \$100 more than a bronze railing similarly made. There seems no reason to believe that our own manufacturers could not make as fine a quality and as attractive a style of fixture as was quoted on by the foreign competitor. Those banks which have been fitted up by Canadian manufacturers, and in justice to them it must be stated that most of the banks now do use the products of our own shops, those banks, we say, are in no respect inferior to the ones which have been furnished from abroad. On the contrary, our manufacturers of this class of goods are particularly efficient and up-to-date. The plain truth seems to be that there are some in our midst who still cling to the worn-out delusion that imported goods are necessarily better than

native goods. The word "imported" has a magical effect on them. Such fallacies have as many lives as a cat, but we have hopes that in the end a glimmer of light may pierce the fog in which the victims of them live, and that the banks at least, the profits of whose business depend on the prosperity of the manufacturers, will come to realize that that prosperity is not being promoted by the purchase of supplies from abroad.

On different occasions in the past organized labor has endeavored to put a bill through Parliament giving the union label the status of a trade mark, and it is reported that another effort in this direction is to be made at the coming session. If the bill should be introduced it seems safe to predict a still harder bump for it than it ever got before, in view of the decision recently handed out by the Federal High Court of Australia. The *Ironmonger* reports the case as follows: "The Brewery Employees' Union of Australia, having registered as a trade mark a union label which it intended should be applied to brewery products produced under conditions of labor approved by the union, four Australian brewery companies took action at law to obtain the deletion of the mark from the register. The Federal High Court, on August 4, by a majority of three judges (including the Lord Chief Justice) to two, declared the registration of a trade union label as a trade mark to be unconstitutional, and ordered its cancellation. The nominal plaintiff in the case was the Attorney-General of New South Wales, acting at the instance of the brewery companies. The chief justice, Sir Samuel Griffith, in the course of his judgment, said that the plaintiffs were free to conduct their business without stating whom they employed in the production of their goods, and the registration by rival traders of a union label, denoting the exclusive employment of unionists, amounted to a substantial interference with this freedom. In his opinion, the workers' trade mark did not conform with the conception of a trade mark in the constitution; therefore, under part 7 of the Federal Trade Marks Act, he held it to be invalid."

Talking about organized labor, it is surely a sad oversight on the part of the walking delegate that no effort has ever been made to form an amalgamated brotherhood of poll clerks or an international union of deputy returning officers. That being the case, why do not our legislators take advantage of the golden opportunity to lengthen the hours of labor in the polling booth, say, from 8 to 7, instead of from 9 to 5 as at present? It could be done without causing much of an uproar, for \$4 a day, with a free lunch, would still bring out plenty of volunteers. Some of them might not be as highly skilled as the ones they had up in Port Arthur for the last election, but we should be able to get along all right with others who were not quite so adept. In the larger centres particularly the hours we now have are manifestly too short. It is not every business man, even among those who are their own bosses, that can afford to stand in line until 9.30 waiting his turn to vote before going down to his office on election morning. Nor is it fair to factory employees who are engaged on piece work to make them lay off while the hands from whom they receive their material are away voting. Let the polls open at 8 o'clock and keep them open until 7, and there will be less interruption to business all around. True, the returns will be later in coming in, but half the candidates are going to be defeated anyway, and it will be a kindness to them and their supporters to let them go on thinking for two hours more that they really have a chance of winning.

A member of the Association tells a story which is not without a moral. At an evening gathering a competition was held in which twenty illustrated magazine advertisements were shown with the name of the article advertised eliminated, and the contest was to find who could give the greatest number of correct answers to the question, "What article does this advertisement advertise?" The illustrations were all familiar to the company. The interesting fact from our standpoint is this, that every one of the twenty represented a United States "branded" article. This is significant. It shows one reason for the great abundance of United States goods which we find in every shop and home in Canada. The manufacturers adopt a "brand" name, copyright it, and advertise it so that everyone is familiar with it. Foreign magazines in great variety carry page after page of these advertisements into our homes until we have become far more familiar with these goods than with similar goods made at our own doors. The condition is important enough to call for serious consideration. Only one feasible scheme for combatting the evil is apparent, and that is by fighting the devil with fire. American manufacturers are not getting their advertising for nothing. Publicity of this kind is paid for on a basis of so much per line per thousand circulation. If an American magazine has ten thousand of a Canadian circulation, the rate per line is so much higher than if it had not that additional amount. We have, here in Canada, publications which are Canadian in tone, which reach a large number of readers, and whose pages are not filled with foreign advertising. A Canadian paper having a circulation of ten thousand, carrying an advertisement presenting some distinct brand, will be just as effective in selling goods in this country as a United States magazine of two hundred thousand copies, ten thousand of which circulate here. Yet how few foreign periodicals have ten thousand readers in Canada. If Canadian manufacturers would look at it in this light they would perceive that in reality they are not placed at a disadvantage in the matter of general advertising. The moral is, in brief, adopt a brand or trade mark and advertise it.

The people of the Niagara Peninsula, householders and business men alike, are up in arms against the wholesale exportation of natural gas from the wells of that district. It appears that while a great quantity of gas is being piped to Buffalo continuously the local users are being starved, although they are willing to take the entire output at as high a price as is being paid by the American users. It will be recalled that a similar outrageous condition existed a few years ago in the Essex district, and the disastrous results following the exploitation of that field should serve as a timely warning against a similar policy at Niagara. In Essex the fields for a while were considered inexhaustible. But in the course of time when the wells in Ohio, which had been supplying the city of Detroit with gas, gave out, the Ontario wells were used to make up the deficiency. Soon not only was all Detroit supplied from this source but the pipes which had formerly been used to convey gas from Toledo to Detroit were now used in a reverse direction to supply Toledo from Essex. The inevitable result followed. It was only a short time till the Essex wells too went dry, and all that Canada had to show for the great natural resource which had been dissipated was a couple of millionaires proprietors. Nothing can be more certain than that the same thing will happen in the Niagara district unless prompt measures are taken to forestall it. The fundamental point to be recognized is that new gas is not being generated to replace that which is drawn off. Under these circumstances it

is the part of wisdom to preserve the supply for the benefit of Canadian consumers.

There is a story in circulation to the effect that one day, when His Excellency the Governor-General was swinging around Hamilton Bay in his private car, en route to Niagara with a party of friends, all of whom were more or less fascinated by the quaintness and natural beauty of that secluded spot, his eye was at once attracted and repelled by a gigantic signboard on the point of a wooded promontory just across the water. Now, although this signboard advertised a beverage, it was nothing more harmful than Bovril. However, that has nothing to do with it. Turning to those about him, His Excellency is reported to have offered \$25 to the man who would tear the sign down. Whether this incident furnished the inspiration to the Niagara Falls Board of Trade, or whether His Excellency felt safe in venturing such a remark because he knew it would be approved by that august body, it is not for us to say, but it is worth noting that a movement is now on foot, organized and fostered by the Board of Trade referred to, looking to legislation that will empower municipalities "to regulate or restrict the posting, painting erection, or other display or maintenance of advertisements of any description on buildings, fences, or otherwise within the municipality, and to prohibit them, except those made by a trader at his place of business, and those made, erected, or maintained for leasing or selling of real estate." It would only be ordinary common sense to give municipalities power to regulate the erection of billboards in places where they would constitute a menace to public safety, or where they would increase the fire hazard. Further, no right-thinking person would object to a measure whereby municipalities would be able to put a stop to the disfigurement of public parks and their surroundings by glaring advertisements of breakfast foods and underwear. But to authorize town and township councils absolutely to prohibit display advertisements on buildings and fences seems to be going a bit too far. If the farmers whose barns are decorated with Castoria signs hear of what is on foot they may be depended upon to tell the Niagara Falls Board of Trade a few things.

The ways of the post-office are devious almost beyond finding out. The average person might never think it, but it is a fact nevertheless that the small parcel addressed by a Canadian to a party in Mexico and mailed through a Canadian post-office reaches its destination via England. It costs 34 cents to send a pound package through, and ordinarily it takes it a month to get there.

A party in Buffalo or Detroit, or some other town just across the border can send it, all rail, to Mexico in one-tenth the time and for almost one-third the money, the United States rate being 12 cents. If time is any consideration to the Canadian and he can afford the extra expense, he can mail his pound package to the postmaster at Buffalo for 16 cents, and enclose 12 cents in United States stamps, with the request that it be forwarded to the Mexican address. But the curious part of it is that the Canadian Government, who are making such an apparent effort to cultivate trade with Mexico by maintaining a trade commissioner on the ground and spending \$40,000 a year in steamship subsidies, have to send their parcels post by such a roundabout manner. Isn't it about time a new convention was negotiated between the Governments of the two countries?

The work of Judge Cassels in bringing to light so much evidence of corruption in the internal economy of the Marine Department will not have been in vain if the Minister of Justice, as promised, introduces a measure at the coming session of Parliament making it a criminal offence to engage in practices of the kind which brought down on the officers of the department referred to the condemnation of the entire country. It is to be hoped, however, that the Minister's bill will not be narrow in scope, applying only to offences on the part of civil servants, but that it will cover the whole range of business and commercial life, where, unfortunately, graft is becoming all too common. A big step in the right direction was recently taken by the British House of Commons, which in 1906 passed an act for the better prevention of corruption, by the terms of which it was declared an offence to offer an employee, or for an employee to accept, a gift or consideration of any kind as a reward for showing, or refusing to show, favor or disfavor to any person in connection with the affairs or business of the employer. This act, which finds no counterpart on the statute books of Canada, needs to be copied by us for our own protection. It is a wise manufacturer nowadays who knows how his own buying is done, because it so often happens that there is a foreman or an employee of some sort who is willing to knock a certain article simply because he has been bribed by the seller of a competing article to do so. Business managers have little objection to their employees receiving presents from outsiders so long as the presents go through the office and the office knows where they are coming from and what they are for, but the giving of secret presents constitutes one of the most subtle, and at the same time most vicious, kinds of corruption that the head of a business is called upon to deal with. An act of the kind referred to will go a long way towards stamping out the evil.

At great expense the city of Toronto has established a high pressure water system in the down town district, to meet certain requirements laid down some time ago by the Fire Underwriters. There was only one reason for the expenditure, and that was given by the insurance men at the time the proposal for the new system was first suggested. A high-pressure system, they said, would improve the risks and would result in a saving on the cost of policies. With this understanding the citizens voted the necessary funds, and looked on with what patience they could while street after street was torn up and the pipes laid. It always seems that by some perversity it is the best and newest pavements which are chosen for such civic vandalism. The work has now been completed, and the Mayor and Board of Control, seconded by no uncertain murmur from the business men who are directly interested, have asked the Underwriters to put in force the reduction promised by them. But there seems a hesitancy on their part to carry out their share of the agreement. They do not refuse in so many words, but they are hedging. At one time an official speaks in general terms about "the changed conditions" although as far as we are able to see the changes in the past few years have been in the direction of greater security, as evidenced by old fire traps being replaced by warehouses of mill construction, and by the installation of sprinklers, water-curtains, and other devices for minimising the danger of serious conflagrations. Conditions have changed no doubt, but it would be a bold person who would maintain that they have not changed for the better. Now we are told that the Underwriters can do nothing until the system is tested, and they have not had time yet to have the necessary tests made. Of course it could not be expected that rates would be reduced until the Underwriters were satisfied that

the high pressure system was what it was claimed to be. But the system has been completed for some time, risks are receiving the full benefit in the matter of protection, and remembering that the insurance men themselves proposed the scheme we might fairly expect that they would be prompt in accepting it. It has become more than a whisper that there is in reality no intention of lowering the rates; that the companies held up the glittering bauble of a reduction in rates in order that greater protection might be afforded them, and that having thus improved their own position they would gather in all the benefits to themselves. Whether or not this belief is justified will appear before long. It may be possible to deceive the public for weeks or even months, but in the end the insurer and taxpayer will want to know what he is going to get out of his expenditure. There is no uncertainty about the payment for the water system. The question is, who is going to profit by the expenditure, the insurance companies who do not pay or the business men who do?

Somewhat over a year ago the Montreal papers were full of pitiful tales of the oppression that was being practised on the poor by certain usurers in that city. These human

A Legalized Hold-up.

leeches selected as their victims ignorant working people who did not know of such a thing as the protection of the law, and by trickery of one kind or another they bled and ground the unfortunate wretches until one at least sought relief in a suicide's grave. Like rats these parasites ran to their holes as soon as the light of publicity was turned their way, and for a time they lived in seclusion. Now they have begun to poke their noses out through new holes, upon which, it appears, they have been quietly gnawing for weeks, or perhaps months. This time they play the part of righteous informers, animated by a lofty desire to see that the laws of the province are lived up to, though, incidentally, they are willing to take a fat living from the province for their disinterested service by accepting a proportion of the fines resulting from their evidence. In some dusty pigeon-hole they have discovered an act passed in 1888 which declared, in substance, that joint stock companies, all partnerships for trading, manufacturing, or mechanical purposes, as well as every person doing business under a firm name and every married person doing business must deliver to the prothonotary of the Superior Court in each district in which they carry on business, or to the registrar of each county in which they carry on business, a declaration, in writing, according to forms set out by the statute. The penalty for non-registration is \$400 in the case of joint stock companies and \$200 in all other cases, one-half the fine going to the parties suing for same and the other half to the crown. Why this old act had never been enforced was a question which did not concern the usurers at all. It sufficed them to know that it had never been repealed. So they went quietly to work scouring through directories and telephone books for the names of persons, partnerships, and corporations in business, and searching the records to find out which were registered and which were not. Naturally, they found a large number who were not, who had sinned in ignorance of a law from the non-enforcement of which no one had ever suffered. Against these the usurers issued writs in wholesale lots, some two hundred incorporated companies being served in the first batch. Providing they are successful in securing a conviction in each case, these enterprising aliens stand to clean up \$40,000 on the first stroke, to say nothing of other business they may have coming forward at the rate of from \$20,000 to \$30,000 a month. It is a foregone conclusion that remedial legislation will be introduced at the next session of the Quebec Legislature.

CHANGES IN FREIGHT RATES DURING NOVEMBER

List of Freight Schedules filed with the Board of Railway Commissioners during month of November, 1908.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.	C.R.C.	R.R. No.	Effective.	Description.
Grand Trunk Railway.				Sup. 24	Sup. 24	Nov. 16, '08	Building material, c.l., between various points.
Sup. 6 E. 589	Sup. 6 C.L. 6	Nov. 23, '08	Cancellation rates on iron and other commodities from Montreal, Quebec, Three Rivers, etc.	E. 1141	E. 723		
Sup. 14 E. 1269	Sup. 14 C.P. 25	Nov. 16, '08	Woodpulp, c.l., Hawkesbury to Dundas, 13c. per 100 lbs; Merritton to Kingston, 15c. per 100 lbs.	E. 1284	E. 866	Nov. 16, '08	Commodities between local points and from and to connecting lines.
E. 1433	C.G. 52	Nov. 21, '08	Iron commodities from Montreal to points west.	E. 1285	E. 867	Nov. 21, '08	Iron commodities, Montreal to points west.
E. 1432	C.A. 66	Nov. 21, '08	Chemicals, etc., Montreal to points west.	E. 1286	E. 868	Nov. 21, '08	Chemicals, paints, etc., Montreal to points west.
E. 1435 Cancels E. 675	C.A. 101 Cancels C. A. 29	Dec. 10, '08	Sawdust and waste wood, c.l., Burk's Falls, Meaford and Wiarton to Chicago.	E. 1288 Cancels E. 1188	E. 870 Cancels E. 769	Dec. 12, '08	Import tariff, St. John, Quebec and Montreal to Seattle, Wash.; barrels and steel wire, c.l.
E. 1437 Cancels E. 588	C.I. 53 Cancels C.I. 5	Nov. 23, '08	Iron commodities, etc., to Quebec central points.	E. 1287 Cancels E. 484	E. 869 Cancels E. 227	Nov. 25, '08	Class rates, Atlantic Div., to G. T. points, via Lennoxville.
E. 1438	C.I. 54	Nov. 23, '08	Iron commodities, etc., Montreal to Quebec, Three Rivers, etc.	Sup. 24 E. 513	Sup. 24 I.C.C. E. 348	Dec. 15, '08	Export rates, Ontario stations to Philadelphia, Baltimore, and New York via Niagara frontier.
Sup. 47 E. 1208	Sup. 47 C.D. 23	Nov. 16, '08	Building material between various points.	Sup. 6 E. 906	Sup. 6 E. 497	Nov. 17, '08	Rates on high explosives.
E. 1439	C.A. 67	Nov. 23, '08	Chemicals, etc., Montreal to Quebec, Three Rivers, etc.	Sup. 9 E. 1098	Sup. 9 E. 683	Nov. 22, '08	
Sup. 15 E. 1269	Sup. 15 C.P. 25	Nov. 16, '08	Woodpulp, c.l., Thorold to Ottawa, 13c. per 100 lbs.			Nov. 16, '08	Iron and steel scrap and old rails, Fort William and Port Arthur to Ontario points, 20c. per 100 lbs.
Sup. 10 E. 889	Sup. 10 C.O. 7	Nov. 12, '08	Canned goods between various points.	E. 1293 Cancels	E. 875 Cancels	Dec. 18, '08	Scrap paper, rags, etc., Toronto to U.S. points.
Sup. 8 E. 1095	Sup. 8 C.I. 30	Nov. 10, '08	Iron and steel commodities from Buffalo to points in U.S.	E. 1158 Sup. 1 E. 314	E. 739 Sup. 1 E. 129	Nov. 26, '08	Special charge for loading and unloading timber, stone, etc., withdrawn. For charges, see item 22, C.R.C., E. 716, R.R. No. E. 354.
Sup. 5 E. 1105	Sup. 5 C.P. 22	Dec. 15, '08	Paper, c.l., from Ottawa to U.S. points.				
Sup. 1 E. 1421	Sup. 1 C.W. 32	Nov. 21, '08	Cancellation rates on binder twine, Montreal and Peterboro' to Minneapolis, St. Paul and Duluth, lake and rail.	Sup. 7 E. 906	Sup. 7 E. 497	Nov. 27, '08	High explosives must not be accepted to, from or via Hamilton, account of tunnel.
Sup. 1 E. 1431	Sup. 1 C.Y. 3	Nov. 23, '08	Tar, c.l., Montreal to Toronto, 13c. per 100 lbs.	E. 1297 Cancels	E. 879 Cancels	Nov. 28, '08	Sugar, syrup and molasses, Montreal to stations west.
E. 1442 Cancels E. 1049 & E. 1187	I. 59 Cancels I. 29 & I. 45	Jan. 1, '09	Import mdse. and commodities, Portland to local points and connecting lines.	E. 292 Sup. 1 E. 1284 Sup. 72 E. 342	E. 114 Sup. 1 E. 886 Sup. 72 E. 283	Nov. 30, '08	Commodities between various points.
E. 1445 Cancels E. 1357	C.F. 102 Cancels C.F. 94	Dec. 1, '08	Cordwood, slabs and edgings, c.l., between various points.			Nov. 21, '08	Suspension of rates on lumber via Williams Line.
E. 1448 Cancels E. 1173	C.C. 10 Cancels C.C. 8	Nov. 27, '08	Coke, c.l., London and Woodstock to local points.	Sup. 1 E. 1289	Sup. 1 E. 871	Nov. 23, '08	Salt, c.l., Goderich, Wingham and Windsor to Intercolonial points.
E. 1449	C.C. 11	Nov. 27, '08	Coke, c.l., Sarnia to Oshawa, 10c. per 100 lbs.	Sup. 73 E. 342 Cancels Sup. 70	Sup. 73 E. 283 Cancels Sup. 70	Dec. 19, '08	Various rates on lumber and forest products.
Canadian Pacific Railway.				W. 1049 Cancels W. 1027	W. 1550 Cancels W. 1524	Nov. 26, '08	Cured meats, c.l., Winnipeg to Montreal, W. St. John and Boston for export.
Sup. 9 E. 577	Sup. 9 E. 282	Nov. 16, '08	Class rates, Deseronto, Napanee and Trenton, to points in Maritime Provinces.				

C.R.C.	R.R. No.	Effective.	Description.
Canadian Pacific R.R.			
E. 1296 Cancels E. 1100	E. 885 Cancels E. 685	Dec. 22, '08	Import, class and commodity, St. John and West St. John to Canadian points.
Pere Marquette.			
Sup. 3 39	Sup. 3 52	Nov. 14, '08	Cancellation rates on sugar, l.c.l., London to local points.
Sup. 4 40	Sup. 4 5	Nov. 14, '08	Cancellation rates on sugar, l.c.l., London to Wabash stations.
Sup. 26 526	Sup. 26 1420	Nov. 18, '08	Cancellation rates on sugar, l.c.l., from Sarnia.
914 Cancels 891	2360 Cancels 2307	Dec. 11, '08	Glass and moulding sand, c.l., Port Austin, Mich., to London, \$1.25 per ton.
Sup. 6 833	Sup. 6 2149	Dec. 22, '08	Export class rates to Atlantic seaboard.
W. 1038 Cancels W. 143 W. 264	W. 1541 Cancels W. 339 & 496	Nov. 25, '08	Lumber, lath and shingles, c.l., Port Arthur, Kenora, etc., to stations in Central Division.
Intercolonial Railway.			
453	U. 2	Dec. 14, '08	Class rates to points on Wabash R.R.
474 Cancels 269 512	C.M. 5 Cancels W.B.Y. 8 G.F.D. E. 97	Nov. 23, '08 Dec. 8, '08	Commodities from Montreal, Quebec, etc., to local points. Woodpulp, c.l., Milton, Va., to Ottawa, 7c. per 100 lbs.
Maine Central.			
C. 65		Dec. 14, '08	Wrapping paper, c.l., points in Maine to Bedoel, Que., 16c. per 100 lbs.
New York Central & Hudson River R.R.			
1292	A. 12122	Dec. 10, '08	Gypsum, plaster and plaster blocks, c.l., Akron and Oakfield, N.Y., to Montreal, Ottawa and Quebec.
Canadian Northern, Quebec.			
290 Cancels 284	135 Cancels 129	Dec. 13, '08	Woodpulp to points in the U.S.
Sup. 62 179	Sup. 62 29	Nov. 24, '08	Structural steel, c.l., Longue Point, P.Q., to Winnipeg, 65c. per 100 lbs.
291	136	Dec. 19, '08	News printing paper, c.l., to points in U.S.
Canadian Northern Ontario.			
Sup. 3 76	Sup. 3 46	Nov. 21, '08	Lumber, lath and shingles, Toronto to local points.
Transcontinental Rate Bureau.			
220 Cancels 4	4 D. Cancels 4 C.	Jan. 1, '09	Class and commodities, Eastern shipping points to North Pacific Coast terminals.
225	S.R. 983	Jan. 1, '09	Lumber, points in B.C. and Western States to points east.
Michigan Central R.R.			
Sup. 5 1276	Sup. 5 G.F.D. 7613	Nov. 13, '08	Crushed stone from Amherstburg and Hagersville to various points.
Sup. 1 1332	Sup. 1 G.F.D. 7732	Nov. 22, '08	Calcium carbide, c.l., Merritton, St. Catharines and Thorold to New York, 16c. per 100 lbs.
1334	G.F.D. 7740	Nov. 30, '08	Iron and steel articles, c.l., London and Welland and Windsor to points in Canada.

C.R.C.	R.R. No.	Effective.	Description.
Sup. 1 1254	Sup. 1 G.F.D. 7565	Nov. 26, '08	Suspension of rates on binder twine, to Duluth, St. Paul, etc., lake and rail.
Southern Railway.			
10		May 30, '07	Lumber, c.l., Southern States to points in Canada.
Ottawa & New York Railway.			
492 Cancels 471 490	877 Cancels 874 875	Dec. 15, '08 Dec. 15, '08	Woodpulp, c.l., Ottawa and Cornwall to points in U.S. Paper, c.l., Ottawa and Cornwall to Cortland, N.Y., 17½c. per 100 lbs.
491	876	Dec. 19, '08	Printing paper, c.l., Ottawa to Elmira, N.Y., 16½c. per 100 lbs.
Érie Railway.			
Sup. 30 4	R. 9146	Dec. 19, '08	Iron and steel, Mahoning and Shenango Valley points to Cobalt, Ontario, 44½c. per 100 lbs. Pig iron, c.l., Cleveland to St. Catharines, \$2.30 per gross ton.
People's Line Steamers.			
46 Cancels 45	F.D. 929 Cancels F.D. 897	Dec. 21, '08	Hyposulphite of soda, c.l., New York to Montreal, 14c. per 100 lbs.
Buffalo, Rochester & Pittsburg Railway.			
266 Cancels. 64 & 67		Dec. 18, '08	Pig iron, c.l., Du Bois and Punxutawney to Welland, Hamilton, Montreal, etc.
Wabash Railway.			
296 Cancels 241	C. 6555	Dec. 13, '08	Steel rails, c.l., Loraine and So. Loraine, Ohio, to Hamilton, Toronto, Ottawa and Montreal.
Pennsylvania R.R.			
T. T. 22 Cancels T. T. 9		Dec. 15, '08	Iron and steel billets and articles taking same rates, Titusville, Pa., to Welland, Ont., \$2.40 per gross ton.
Sup. 73 G. F. O. 1		Dec. 19, '08	Iron and steel, Penn. stations to Cobalt, 44½c. per 100 lbs.; pig iron, c.l., to St. Catharines, \$2.30 per gross ton.
K. K. 19 Cancels K. K. 18		Dec. 25, '08	Fire brick and fire clay, c.l., Penn. points to points in New Brunswick.
Louisville & Nashville R.R.			
Sup. 8 63	Sup. 3 G.F.O. 939	Dec. 17, '08	Canned goods, Mississippi and Louisiana points to Montreal, c.l., 50c. 100 lbs.; l.c.l., 60c. per 100 lbs.
Memphis Freight Committee.			
4	E.B. 2	Dec. 15, '08	Class and commodity, Memphis, Tenn., to Canadian points.
Lehigh & New England R.R.			
33 Cancels 31	A. 1415 Cancels A. 1357	Dec. 19, '08	Cement, c.l., to Montreal, \$2.90 per ton; St. Anne's, \$3.00 per ton.
Philadelphia & Reading R.R.			
209	J. 1397	Dec. 21, '08	Steel rails, c.l., Steelton, Pa., to Montreal, \$3.20 per gross ton.
210	J. 1371	Dec. 21, '08	Commodities to Canadian points.

TRADE ENQUIRIES

NOTE.—For further information regarding any inquiry mentioned under this heading or the names of inquiries, apply by numbers to the Secretary, at Toronto.

- 240 **Ash Butcher Blocks.**—Hull, England, hardware merchant and exporter, is in the market to purchase different sizes of dry ash suitable for butcher blocks. Particulars at this office. Will order 20 to 40 blocks at a time.
- 241 **Agricultural Implements and Hardware.**—A South African commission agent, with good connections and widely known, who is prepared to furnish good references, desires to be placed in touch with Canadian manufacturers and exporters of agricultural implements and general hardware.
- 242 **Agricultural Implements.**—A Cape Town firm of wholesale general merchants desires to be placed in communication with Canadian manufacturers and exporters of agricultural implements.
- 243 **Bungs and Spiles.**—A well-known firm of cork merchants in Bristol, England, are in the market to purchase compressed bungs and spiles from Canadian manufacturers.
- 244 **Broom Handles.**—Inquiry is made as to the prices Canadian manufacturers can quote for shipments of broom handles into Manchester.
- 245 **Boots and Shoes.**—A South African wholesale and retail boot and shoe merchant, with branches at Johannesburg, Durban, East London, Port Elizabeth and Kimberley, desires to be placed in communication with Canadian manufacturers and exporters of boots and shoes.
- 246 **Boots and Shoes.**—A South African commission agent, with good connections and widely known, who is prepared to furnish good references, desires to be placed in communication with Canadian manufacturers and exporters of boots and shoes.
- 247 **Barbed Wire and Plain Wire.**—A Cape Town firm of wholesale general merchants desires to be placed in communication with Canadian manufacturers and exporters of barbed and plain wire.
- 248 **Coiled Springs.**—Canadian firm are in the market to purchase coiled springs, and desire quotations.
- 249 **Cereals of All Kinds—Flour, Pork Products, Evaporated Fruits, Leather, etc.**—Commission house in Helsingfors, Finland, is open to represent Canadian exporters of the above products; desires samples and quotations.
- 250 **Canned Fruit and Vegetables.**—A Cape Town firm of wholesale general merchants desires to be placed in touch with Canadian manufacturers and exporters of canned fruits and vegetables.
- 251 **Condensed Milk.**—A Cape Town firm of wholesale general merchants desires to be placed in communication with Canadian manufacturers and exporters of condensed milk.
- 252 **Chair Seats.**—A firm of importers and merchants asks for samples and prices from Canadian manufacturers of perforated chair seats (round and shaped) for shipments into Manchester or Liverpool.
- 253 **Domestic Labor-saving Appliances.**—A firm of import and export agents in London, England, desire connections with Canadian manufacturers of domestic labor-saving articles and appliances, the sale of which they wish to undertake in Great Britain.
- 254 **Domestic Woodenware.**—A firm of hardware and fancy goods specialists ask for samples and prices from Canadian manufacturers for shipments into Manchester or Liverpool of broom handles, clothes-pegs, baking-boards, and similar lines of domestic woodenware.
- 255 **Dowels.**—A London firm wishes to hear from Canadian exporters of dowels, with a view to business.
- 256 **Foundry and Machine Shop Supplies.**—A firm of manufacturers in Ontario are in the market to purchase various supplies which they require in their factory, and desire catalogues from Canadian houses.
- 257 **Flour, Bacon, Fish, etc.**—A member of a Lancashire firm of produce dealers, who will shortly visit Canada, would like to get into correspondence with a few large Canadian shippers of flour, bacon, fish, and also apples, seeking export trade.
- 258 **Flour.**—A Cape Town firm of wholesale general merchants desires to be placed in communication with Canadian exporters of flour.
- 259 **Flour, Oatmeal and Quaker Oats.**—A South African commission agent, with good connections and widely known, who is prepared to furnish good references, desires to be placed in touch with Canadian exporters of flour, oatmeal and Quaker Oats.
- 260 **Graphite.**—A London firm who are buyers of graphite would be glad to receive samples and prices from Canadian producers who are in a position to make regular shipments.
- 261 **Hickory.**—A Lancashire firm wishes to correspond with Canadian shippers of hickory suitable for shuttles.
- 262 **Iron Ore.**—A Middlesborough firm of iron and steel merchants and agents report an opening for Canadian iron ore, and wish to communicate with shippers, with a view to receiving particulars as to analysis, terms of payment, prices, etc.
- 263 **Kola Water.**—A London, England, firm of exporters are anxious to get in touch with Canadian manufacturers of Kola Water.
- 264 **Manufacturers' Agents.**—Paris, France, commission house are open to represent Canadian exporters of any lines in French markets.
- 265 **Mexican Agent.**—An experienced business man, now resident in Mexico, is open to represent good Canadian concerns who desire to do trade there, will handle any lines, and states the prospects are good.
- 266 **Manufacturers' Agent.**—Well-known old-established London, England, firm of manufacturers' agents will be glad to represent first-class Canadian firms seeking trade in British markets. References.
- 267 **Manure Spreaders.**—A Midlands firm would be pleased to receive catalogues and prices from Canadian manufacturers of manure distributors and other implements, particularly from those who have resident agents in the United Kingdom.
- 268 **Ox and Cow Horns.**—A Leeds firm is in the market to purchase supplies of ox and cow horns (without piths), and invite prices by the hundred for shipment into Manchester.
- 269 **Preserved Paving Blocks.**—An inquiry has been received for the names of manufacturers of wood paving blocks, plain or treated with preservative, for use by street railway companies within their tracks.
- 270 **Paper Sacks.**—A firm largely dealing in cement desires to be placed in communication with Canadian manufacturers of damp-proof paper sacks, suitable for holding 112 lbs. of Portland cement. Quotations desired by the thousand for c.i.f. shipments into Manchester.
- 271 **Picture Mouldings, etc.**—A wholesale firm wishes to secure samples and prices from Canadian firms making picture mouldings, and all kinds of novelties suitable for supplying a general smallware trade in the North of England.
- 272 **Potato Mashers.**—A Manchester firm asks for description and prices of potato mashers from Canadian manufacturers.
- 273 **Printing and Wrapping Paper.**—A Cape Town firm of wholesale general merchants desires to be placed in communication with Canadian manufacturers and exporters of printing and wrapping paper.

- 274 **Sporting Goods.**—A firm in the city of Mexico are open to purchase for cash small quantities of sporting goods and athletic outfits from Canadian manufacturers.
- 275 **Sand Pumps.**—A firm of machinery agents in Copenhagen, Norway, desire quotations on American-type horizontal direct-acting centrifugal sand pumps. They have an order to place two of these pumps, and further particulars can be secured at this office. Excellent references.
- 276 **Snow Plows for Street Cleaning.**—The Board of Works of an Ontario town are in the market for a snow plow suitable for cleaning sidewalks in their town.
- 277 **Shoe Machinery.**—Christiania, Norway, firm of shoe manufacturers desire to get in touch with Canadian makers of shoe machinery.
- 278 **Straw Boards.**—A Chesterfield firm wishes to obtain prices of straw boards from Canadian manufacturers.
- 279 **Turpentine from Wood.**—A Hull firm of oil manufacturers, refiners, merchants and boilers makes special inquiry for Canadian firms supplying turpentine extracted from wood.
- 280 **Veneer.**—A Lancashire firm asks for prices for three-ply veneer or venesta from Canadian manufacturers.
- 281 **West India Agent.**—Young man with considerable Canadian and West Indian experience intends opening early next year, 1909, in Bridgetown, Barbados, an office, and will be glad to act as representative for Canadian houses; will handle any lines.
- SPECIAL.**—Experienced English mechanical engineer is anxious to come to Canada and secure a situation; middle-aged, and can furnish best of references; has had long experience with gasoline engines and steam traction engines, but will take any position in which knowledge of machinery is valuable.

A MACHINE FOR ACCURATE CASTING.

A LONG the lines of general progress that has characterized the efforts of the successful Canadian industries is to be noted the new pressure die casting department recently added to the plant of the Lumen Bearing Company, West Toronto. The machines used for this work are most ingenious and interesting. In the first place the castings are made accurate to .001 of an inch, and where holes at varying angles to one another are required those also are located accurately in the casting. If it is desired to have a thread cast within one or more of these holes, or to have an outside thread on the casting, these can also be produced on the pressure die casting machine. Castings weighing from one ounce to two pounds each are made and when ready to ship they present a finished appearance, sharpness of outline, smoothness of skin and accuracy that is impossible to arrive at by any but the most expensive automatic machines.

It is hardly necessary to point out what a valuable improvement this method of making castings will be to many who use small parts which require accurate machining and on which the expense of this work is frequently very high, this expense is saved and the manufacturer has the advantage of getting parts which are finished ready for assembling when they come from the foundry.

Such manufacturers as those who make phonographs, typewriters, adding machines, prepayment, weighing and other machines of similar nature have found this method of making their parts of great value.

It will be apparent from the above description that where anyone has occasion to use a large quantity, say one thousand or so castings of a similar kind, upon which the machining cost is excessive and which weigh within the capacity of the pressure die mold machine the system mentioned will be of great value.

Throwing Away Money



- ¶ Do you spend time and money on ideas and illustrations and then throw them away on POOR PRINTING?
- ¶ Half the battle is getting people to LOOK at your catalogue or advertising matter. You may kill your effort at the very beginning by a POOR-LOOKING JOB.
- ¶ IT COSTS AS MUCH to set up and make ready a poor job as a good one. It is just a matter of KNOWING HOW.

Let us talk to you on your
next catalogue or booklet.

The
Jas. **Acton Publishing Co.** Limited
59-61 JOHN ST., TORONTO

How Much Do You Lose

- ¶ By the foreign goods in your line that come into Canada every year?
- ¶ Have you thought that most of this influx is the result of the advertising in the HALF MILLION OR MORE foreign magazines coming into Canada?
- ¶ Would it not pay you, apart from DIRECT returns, to encourage the development of HOME MAGAZINES to take the place of this foreign "dumpage"?
- ¶ The HOME JOURNAL reaches this month 30,000 Canadian homes with Canadian ideas, Canadian stories, etc., printed on Canadian paper by Canadian printers.

Are you giving us a FIGHTING CHANCE
in your advertising appropriations for 1909?

The Home Journal
59-61 John St.,
TORONTO
Jas. Acton,
Managing Editor

GOES TO ENGLAND.

Mr. E. H. Cooper, formerly Montreal secretary of the Canadian Manufacturers' Association, and recently secretary of the Hemming Mfg. Co., Limited, of Montreal has been appointed secretary and manager of the Auto-Strop Safety Razor Co., Limited, of England. Mr. Cooper has been in London, Eng., since last June, superintending the Hemming exhibit of enamelled jewelry and silver deposit ware at the Franco-British Exhibition. He has taken up his residence in London, and will continue to superintend the sales of the Hemming wares in England, besides attending to the business of the Auto-Strop Razor Co. there. This company has supervision of the sale of the Auto-Strop Razor in Great Britain, Europe and all the British colonies except Canada.

DEATH OF MR. COBURN.

The death occurred recently of Mr. Henry P. Coburn, Vice-President and General Manager of the Sawyer & Massey Co., Ltd., Hamilton. Mr. Coburn was connected with this business for forty-four years, having entered the service of L. D. Sawyer & Co. in 1864. When the company was re-organized in 1889 under the name of the Sawyer & Massey Co., Ltd., Mr. Coburn was chosen vice-president and general manager, which positions he held till the time of his death. Under his management the company has prospered highly. Mr. Coburn was well-known by a wide range of associates and friends who will learn with keen regret of his death.

DEATH OF MR. HARRIS SAMUEL.

The death occurred at Montreal on November 10th of Mr. Harris Samuel, President of the Empire Manufacturing Co. of that city. He was widely known in Sherbrooke, where he had been in business for a number of years, during which time he served on the City Council. He removed to Montreal eleven years ago, where he organized the company of which he was the head. He was a member of the Canadian Manufacturers' Association.

DEATH OF MR. W. R. HARDY.

Death came with great suddenness on Nov. 5th to Mr. W. R. Hardy, who represented F. W. Bird & Son, Hamilton, in the Association. Mr. Hardy was actively interested in the work of the Association and had attended the October meeting of the Insurance Committee, of which he was a member. Word of his death will come as a great shock to his many associates.

DEATH OF MR. JOHN W. CUMMING.

The death is announced of Mr. John W. Cumming, manufacturer of mining tools, New Glasgow, N.S. Mr. Cumming was a member of the Association, and was widely and favorably known by his associates throughout Canada. Particularly in his native Province his death will be learned with the utmost regret. The business will be continued by his son, Mr. James T. Cumming.

WAREHOUSE SPACE TO LET

From 3000 to 5000 square feet, 20 ft. ceiling, 1000 feet heated and suitable for office, in new, brick warehouse on King Street West, Toronto. Well lighted and cement floor. If required, will receive, store and reship. Railway siding and good shipping facilities.

For further particulars enquire

The Page Wire Fence Co., Limited
Cor. King and Atlantic Ave., Toronto

SHEET METAL BUILDING MATERIALS

Cornices, Skylights, Ventilators,
Finials.

Corrugated Iron, straight or curved.
Metallic Shingles, Siding, Ceiling
and Lath.

Fireproof Windows, Shutters and
Doors.

Pressed Zinc Ornaments.

Write for Catalogue and Quotations.

Reliable goods only.

No cheap trash.

The Metallic Roofing, Co., Limited

Manufacturers

TORONTO - - WINNIPEG

Varnishes for Agricultural Implements and Wagons

After 31 years special attention to this line, our article is as near perfect as possible. It works freely under the brush, flows properly when dipped, dries hard, light in color, will not turn white in the rain and has the greatest durability.

SCARFE & COMPANY

Manufacturers of Fine Varnishes

BRANTFORD CANADA

AMONG THE INDUSTRIES

MARITIME.

The Humphrey Glass Co., New Glasgow, N.S., will erect a new building in that town. It will be of steel construction, 135 by 50 feet.

The Moose River Lumber Co.'s mill, near Parrsboro, N.S., was destroyed by fire recently.

An electric light plant is being discussed in Inverness, N.S., Two companies are considering its installation.

The Maritime Coal Company has been organized with a capital of \$2,500,000. It is a holding company, to take over properties in New Brunswick and Nova Scotia. The directors are, Andrew Mehler, Matthew Lodge, Alex. Fitbrian, Isaac Purdy, Dr. Hugo Von Hagen, all of New York.

QUEBEC.

The Mount Royal Spinning Company will erect a bleacher building in connection with their mills at Cote St. Paul.

The Cornwall Brewing Co. have been incorporated with a capital of \$12,000; head office, Cornwall, Ont.

The capital of the Canadian Logging Tool Co. has been increased from \$15,000 to \$40,000.

A power plant may be erected in Montreal to light the harbor front and supply power for the harbor. An engineer is now working on the details.

H. Vineberg & Company, Limited, have been incorporated with a capital of \$250,000; head office, Montreal. They will manufacture a garment manufacturing business, in succession to H. Vineberg & Co.

The General Fireproofing & Construction Co. of Canada have been incorporated with a capital of \$20,000; head office, Montreal. They will manufacture and deal in contractors' and fireproofing materials and appliances.

WEST.

The International Harvester Co., of Hamilton, will erect a warehouse at Saskatoon, Sask.

A. C. Flummerfelt will build a warehouse in Vancouver, B.C., at a cost of \$25,000.

The Cockshutt Plow Co., of Brantford, will erect a warehouse at Saskatoon in the spring.

The Western Canada Flour Mills Co. will erect a warehouse in Winnipeg at a cost of \$6,000.

It is stated that the plant of the Prairie City Oil Company, of Winnipeg, which was destroyed by fire recently, will be rebuilt.

The council of Revelstoke, B.C., will spend \$10,000 to complete the civic power and light plant.

Negotiations are on between Warren Overpack, of Webster City, Iowa, and the council of Medicine Hat, with a view to the establishment of a sewer pipe factory in the western city.

"Manufacturers Especially"

This is important, but it is only one reason why you should buy a 1909 RUSSELL. You save 35 per cent. duty, and as for the car itself—! Every RUSSELL car is the product of the best material and the best brains that money will buy, built expressly for Canadian roads by men who know what those roads are.

Until you see a 1909 RUSSELL you cannot know what is possible for your money.
Send for our catalog—interesting—finely illustrated.

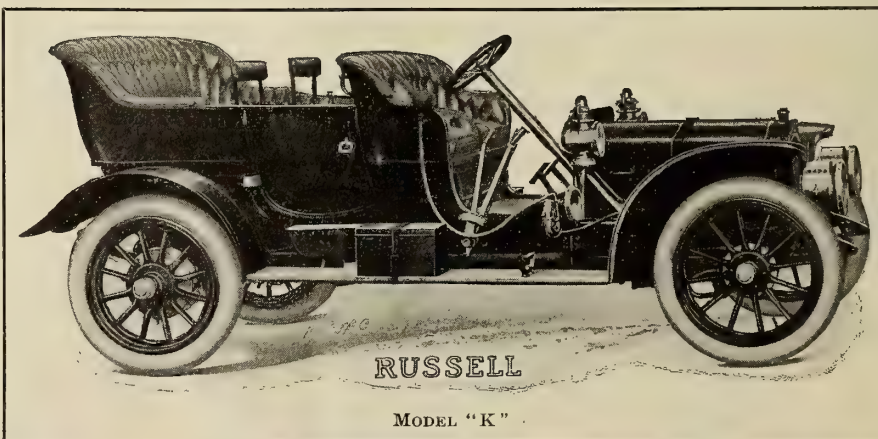
1909 MODELS

- Model G. Two cylinder, opposed, 18 h.p., \$1,600.
- Model G. Runabout, two cylinder, oppose, 18 h.p., \$1,500.
- Model L. Four cylinder, vertical, 24 h.p., \$2,000.
- Model L. Runabout, four cylinder, vertical, 24 h.p., \$1,950.
- Model H. Four cylinder, vertical, 30 h.p., \$2,500.
- Model H. Roadster, four cylinder, vertical, 30 h.p., \$2,500.
- Model K. Four cylinder, vertical, 50 h.p., \$4,500.
- Model K. Roadster, four cylinder, vertical, 50 h.p., \$4,500.

CANADA CYCLE & MOTOR CO.
WEST TORONTO, CANADA Limited
Ottawa, Montreal, Toronto, Hamilton
Winnipeg, Vancouver, Melbourne

Because some machine in your factory is of foreign make, what do you do when you want extra parts or expert advice? You wait for them. Because your automobile is of foreign make you will do the same.

MANUFACTURERS ESPECIALLY know the sound sense of buying machines that are made in Canada.



CANADA FOUNDRY COMPANY, LIMITED

Manufacturers of
POWER APPLIANCES
OF ALL KINDS

**COMPLETE POWER
PLANTS**

STEAM, GAS OR ELECTRIC

Pumping Machinery

**Locomotives,
Steam Shovels**

Structural Steel

Ornamental Iron

CANADA FOUNDRY
COMPANY, LIMITED

14-16 KING ST. EAST, TORONTO

MONTREAL - - WINNIPEG

HALIFAX - - VANCOUVER

OTTAWA - - ROSSLAND

The Electric Light Co., of Okotoks, Alta., are erecting a building and installing machinery at a cost of \$10,000.

Saskatoon will spend about \$66,000 on water works and sewer construction. Civic bonds have been sold to that amount to cover the work.

A bridge will be built across the Columbia River at Revelstoke, B.C., at a cost of \$40,000.

The G.T.P. will build a \$12,000 station at Wainwright, Sask.

Moose Jaw, Sask., will build a new fire hall at a cost of \$35,000 in the near future.

A school building will be erected and equipped at Strathcona, Alta., at a cost of \$50,000, bonds for which have been already marketed.

It is reported from New Westminster that a factory for the manufacture of explosives will be erected there by Seattle capitalists.

Nelson, B.C., City Council are negotiating with the Kootenay Motor Company and the Kootenay Jam Company with a view to their establishing their plants in that city.

ONTARIO.

The town of Hawkesbury, Ont., will spend \$30,000 on a water works and sewage system.

The sewage disposal plant of Toronto will be pushed ahead with all possible speed. A site has been decided upon and the general scheme for the tanks has been arranged.

The Hamilton Street Railway Company will build new car barns and repair shops. Reinforced concrete will be used.

The citizens of Brantford will vote on a by-law to raise \$100,000 for the erection and equipment of a new collegiate institute.

Plans have been prepared by Chapman & McGiffin, Toronto, for a new Carnegie Library to be erected in Dundas, Ont.

The Government will build an armoury in Preston, Ont.

The Imperial Bank will build a new branch building in Bolton, Ont., Green & Sinclair, Owen Sound, have the contract.

The Weber Gas Engine Co., of Toronto, the Canadian branch of a United States company, are considering the erection of a \$50,000 plant in Port Perry, Ont.

E. D. Smith & Co., Winona, Ont., will double his present plant. Work has already begun on a four-storey building, 90 by 50 feet, and this will be completed next spring. Mr. Smith will extend the scope of his business so as to include the manufacture of preserved fruit in glasses, and possibly unfermented wines. It is satisfactory to know that Canadian firms are gradually displacing foreign products in the home market.

The Tudhope McIntyre Co., of Orillia, Ont., will manufacture high wheel motor carriages, and will have their vehicles on the market for next season's use. The firm is a combination of the Tudhope Carriage Co., of Orillia, and W. H. McIntyre, President of the W. H. Kiblinger Co., of Auburn, Ind., who manufacture this class of carriage extensively. The Canadian company will duplicate throughout the lines manufactured by the Indiana company.

GLOBE TIME RECORDERS

Rapid - Durable - Legible - Reliable

Made in four sizes—50, 100, 150 and 200 numbers, and in various styles; handshift or automatic, dailies or weeklies, or built to meet your every requirement. We can cover all points.

EXTRA ATTACHMENTS:—Electric bells to ring at designated hours: Red ribbon, working automatically print all lates, short and overtime in red; all regular time in blue.

SYNCHRONIZING:—From the master-clock we run any number of time-recorders, secondary clock-dials or electric time stamps (for cost purposes), in any part of the buildings.

Your payroll is the largest single item expenditure in your establishment and is, usually, the one expenditure with the least check. Five minutes a day is a small item, but when multiplied by 300 working days and 100 employees, it represents a large loss. We can stop this leak in your profit. Our system of time-recording will do more than this; it will reduce the clerical work in the department fully 50 p.c., and give you an indisputable pay-roll, with all original data, ready for totalling. No recopying necessary; the sheet, ruled to suit your needs, forms your wage-book.

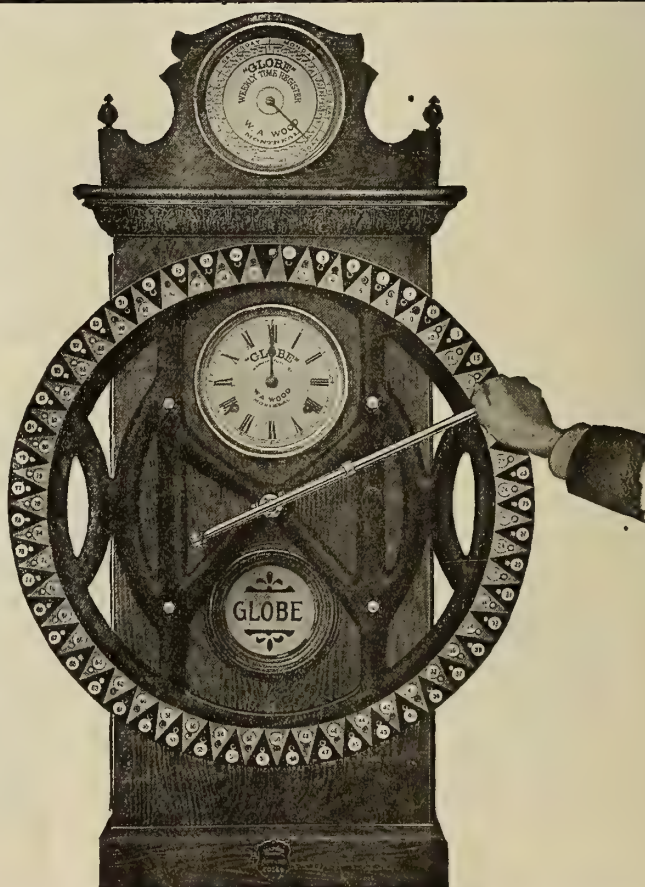
Many firms are using our machines with good results. We are saving them money and can do the same for you. Our experience in this line is at your service. Give us a call and let us "show you."

HEAD OFFICE AND FACTORY:

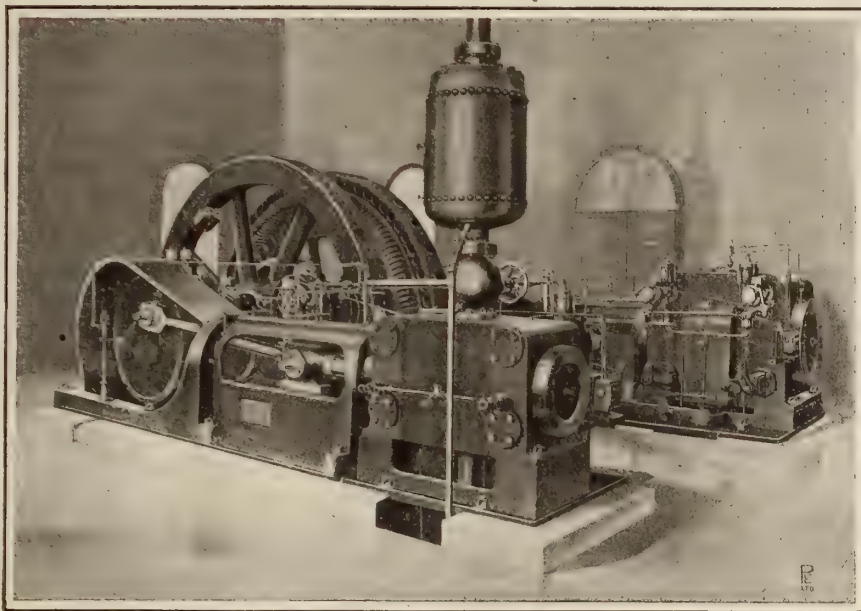
W. A. Wood, 15 Bleury Street, Montreal

SALES OFFICES:

Ontario — D. Fleming, 116 Stair Bldg., Toronto
Manitoba — F. H. Brydges & Son, Northern Bank Bldg., Winnipeg
British Columbia — Frank Darling, Molson's Bank Bldg., Vancouver
New Brunswick — Tilley & Fairweather, St. John



SOME OF THE USERS OF Goldie Corliss Steam Engines



Dominion Iron and Steel Co., Sydney, N.S.
 Dominion Coal Co., Glace Bay, N.S.
 Windsor, Essex & Lake Shore Ry., Kingsville, Ont.
 Galt, Preston & Hespeler Elec. Ry., Preston, Ont.
 Corporation of Prince Albert, Prince Albert, Sask.
 Cosmos Cotton Co., Yarmouth, N.S.
 Grand Trunk Railway System, Stratford, Ont.
 Alexander Brown Milling Co., Toronto, Ont.
 Corporation of Barrie, Barrie, Ont.
 Superior Portland Cement Co., Orangeville, Ont.
 Corporation of Strathcona, Strathcona, Alta.
 Belleville Portland Cement Co., Belleville, Ont.
 MacGregor-Gourlay Co., Galt, Ont.
 Corporation of East Toronto, East Toronto, Ont.
 Lang Tanning Co., Berlin, Ont.
 Canada Coating Mills Co., Georgetown, Ont.
 Beardmore Belting Co., Acton, Ont.

Corporation of Indian Head, Indian Head, N.W.T.
 Raymond Milling & Elevator Co., Magrath, Alta.
 Galt Malleable Iron Co., Galt, Ont.
 Farmers Milling & Elevator Co., Prince Albert, Sask.
 Corporation of Kincardine, Kincardine, Ont.
 Lion Brewing Co., Berlin, Ont.
 St. Lawrence Starch Co., Ltd., Port Credit, Ont.
 Ellison Milling & Elevator Co., Limited, Lethbridge, Alta.
 Standard Fitting & Valve Co., Guelph, Ont.
 Waterloo Knitting Co., Hawthorne Mills.
 Bathurst Lumber Co., Ltd., Bathurst, N.B.
 Kaufman Rubber Co., Berlin, Ont.
 The T. H. Taylor Co., Chatham, Ont.
 Jas. Davidson, Ottawa, Ont.
 Central Electric & Gas Co., Portage la Prairie, Man.
 Strathroy Furniture Co., Strathroy, Ont.

The Goldie & McCulloch Co., Limited

GALT, ONTARIO, CANADA

WESTERN BRANCH
 248 McDermott Ave., Winnipeg, Man.

QUEBEC AGENTS
 Ross & Greig, Montreal, Que.

B.C. SELLING AGENTS
 Robt. Hamilton & Co., Vancouver, B.C.

WE MAKE

Wheelock Engines, Corliss Engines, Ideal Engines, Tangye Frame Piston Valve Saw Mill Engines, Boilers, Heaters, Steam and Power Pumps, Condensers, Flour Mill Machinery, Oatmeal Mill Machinery, Woodworking Machinery, Transmission and Elevating Machinery, Safes, Vaults, and Vault Doors.

ASK FOR CATALOGUES, PRICES AND ALL INFORMATION

The box factory at Rodney, Ont., will be enlarged this fall.

A canning factory is being built at Ridgetown at a cost of \$25,000.

It is reported from Port Hope that a large smelter is to be built there by English capitalists.

The Union Soda Water Manufacturing Co. has been incorporated with a capital of \$40,000. Head office, Toronto.

The J. W. Hewetson Co. has been incorporated in Ontario, to manufacture boots and shoes. Head office, Toronto; capital, \$40,000.

A new dam and pump house will be constructed in Peterborough, Ont. Engineer Kennedy, of Montreal, is preparing the plans.

The Dominion Co-operative Association, Limited, has been incorporated with a capital of \$1,000,000; head office, Toronto. A. W. Holmsted is solicitor.

A grain elevator will be built at Port Arthur at a cost of \$500,000, with a capacity of 2,000,000 bushels. The Canadian Elevator Co., of Winnipeg, have signed an agreement to that effect.

Announcement is made of the retirement of Mr. E. A. Simpson from the firm of Joseph Simpson Sons, Toronto. The business will be carried on without further change. It is worthy of note that although this company's mills were largely extended within the past few years, it has been found necessary to work nights to keep up with the demand.

E. H. Harcourt & Co. will build an addition to their plant in Toronto.

A two-storey brick factory will be erected in Toronto by Jos. Price.

The Standard Implement Co. are asking the council of Port Stanley for a loan of \$20,000.

A building for the Faculty of Education at the University of Toronto will be erected at a cost of \$150,000.

The town of Listowel will vote on a by-law to loan \$25,000 to the Morris Piano Co., to enable them to rebuild after their recent disastrous fire.

The Columbia Powder Co., manufacturers of explosives, have been granted a license to do business in Ontario. Geo. H. Hodgetts, Toronto, is their agent.

The Norton Telephone Company, of Toronto, has just installed a house telephone system in the Hamilton asylum. The switchboard allows for fifty telephones, thirty of which are already installed and in operation.

It is reported from Fort William that the C.P.R. intend building, at that point, a coal-handling plant of an enormous size. A site has been purchased for \$80,000. The coal plant will be for storage and for shipping purposes.

The British-Canadian Departmental Stores, Limited, has been incorporated with a capital of \$3,000,000. This is the company which is considering the erection of a big departmental store on the Knox College property, in Toronto.

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The Canadian Wolverine Co., of Chatham, Ont., will build an addition to their factory.

The C. Mathison Machine Works Co., of Beloit, Wis., are considering the location of a branch factory in Fort Frances, Ont.

The Pintsch Gas Company, of New York, will establish a plant in North Bay, Ont.

It is announced that the plant of the National Manufacturing Company, which was destroyed by the recent fire in Pembroke, will be replaced by a modern building.

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Complete fire escapes will be furnished the separate schools of Ottawa.

Sprinkler systems may be installed in some of the larger of the Toronto schools.

The Renfrew Knitting Co. have placed the contract for a new mill to be erected in that town.

It is reported that a general repair shop will be built by the T and N. O. Railway at North Bay, Ont.

The G.T.R. will rebuild the station and freight shed which were destroyed by fire recently at Corinth, Ont.

The School Board of Galt are considering the erection of a new school or the enlargement of two of the present buildings.

The Dain Manufacturing Co., of Ottumwa, Iowa, who have been considering the establishment of a Canadian plant for some time, have definitely decided to build in Welland. Three buildings will be erected, one 60 by 320 feet and two 60 by 150 feet each. The company manufacture farm implements.

The Anchor Screw Co., West Toronto, will enlarge their plant.

The city of Hamilton will spend \$35,000 in the construction of a new sewage system.

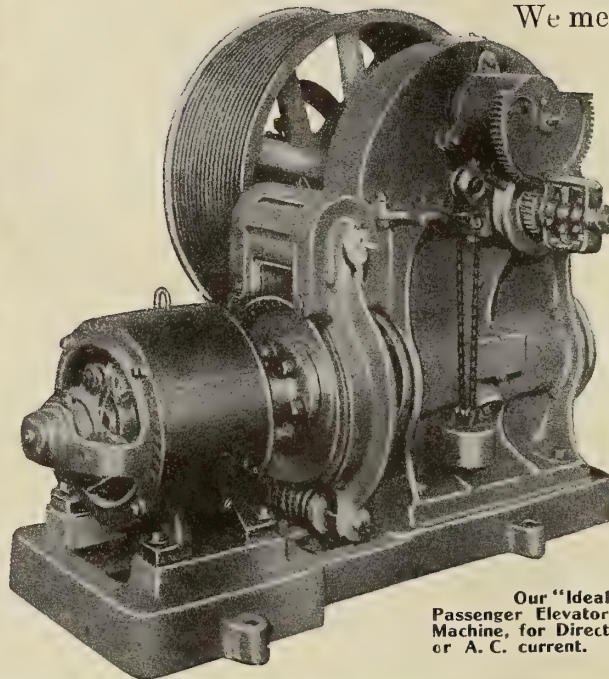
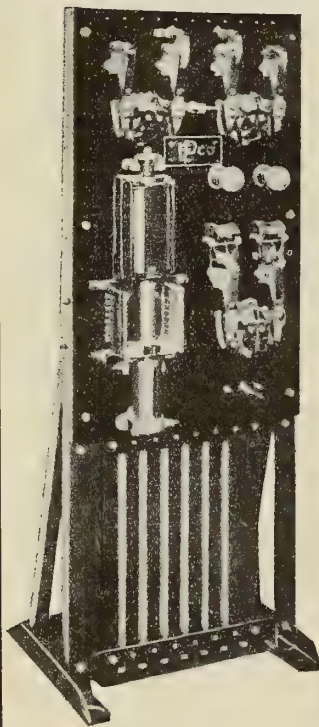
It is reported that the Canadian Northern Railway Co. will establish a creosote plant at Fort Frances, Ont., for pickling railway ties.

There is a possibility that the Atikokan Iron Company may resume operations after the new year begins. This is dependent on the demand for pig iron.

The White Swan Spices and Cereals, Limited, have been incorporated with a capital of \$200,000. Head office, Toronto George Wilkie, Toronto, is solicitor.

C. H. Westwood Manufacturing Co., Limited, have been incorporated with a capital stock of \$40,000. Head office, Toronto. George H. Fensom is a director.

The plant of the Peterborough Lubricator Co. is now almost ready for operations. W. C. Pennington, formerly of Goderich, has been appointed superintendent.



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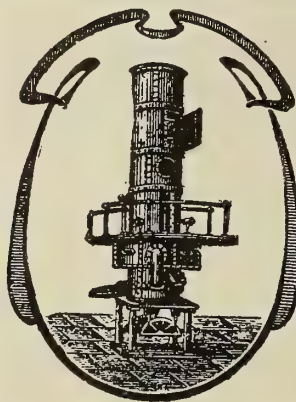
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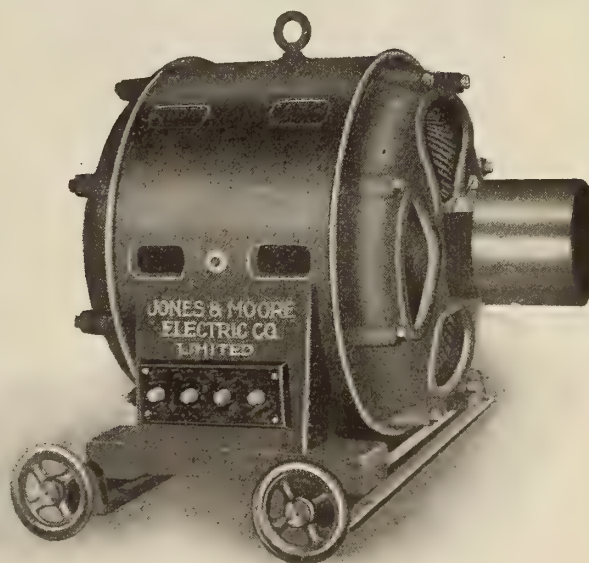
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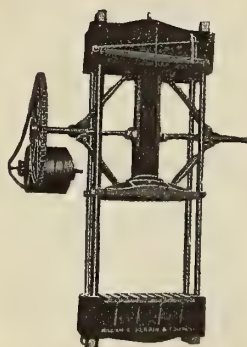
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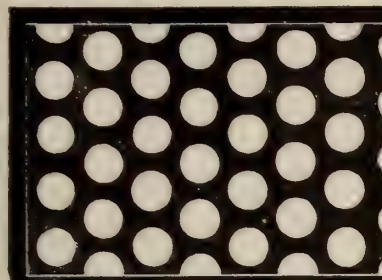


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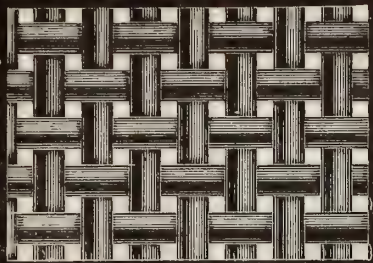
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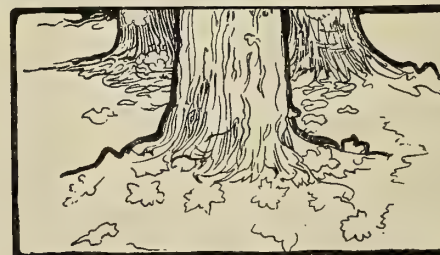
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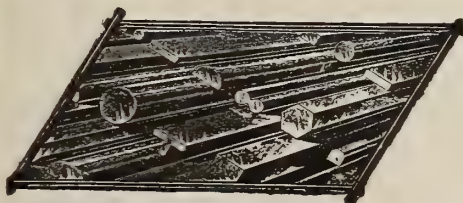
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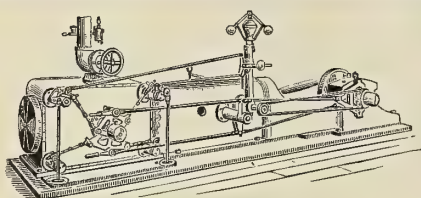
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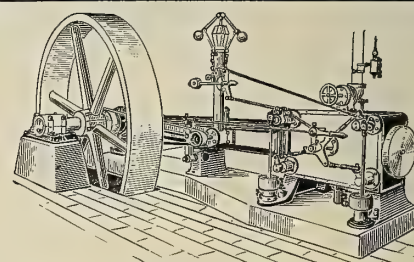
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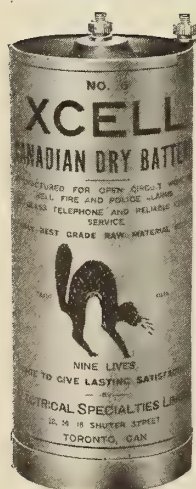
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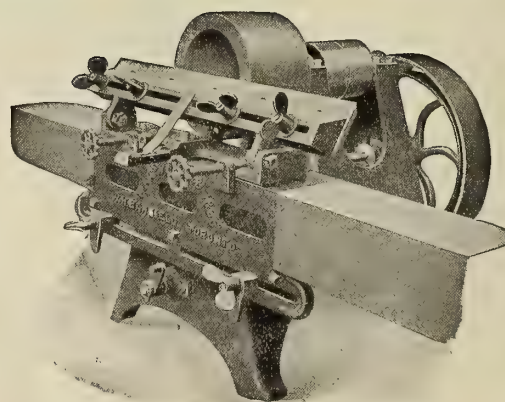
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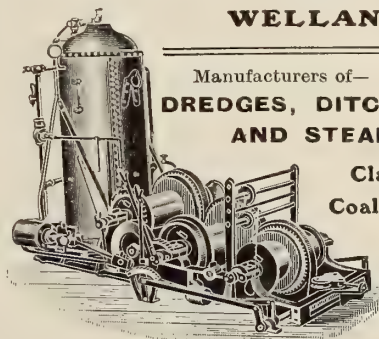
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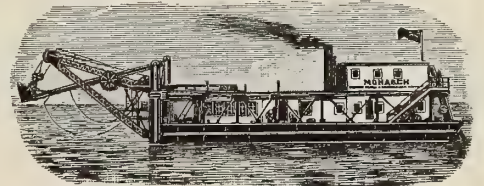
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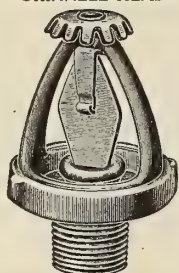
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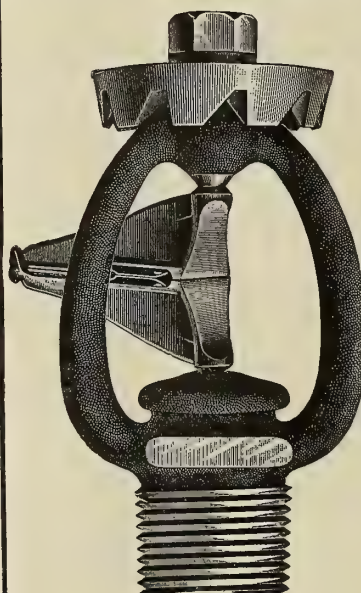
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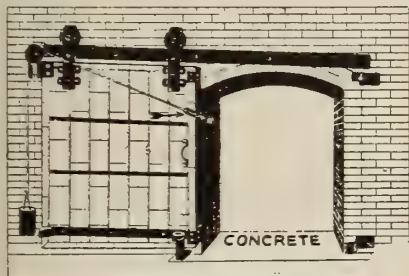
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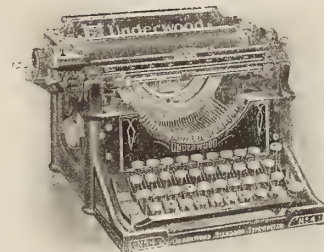
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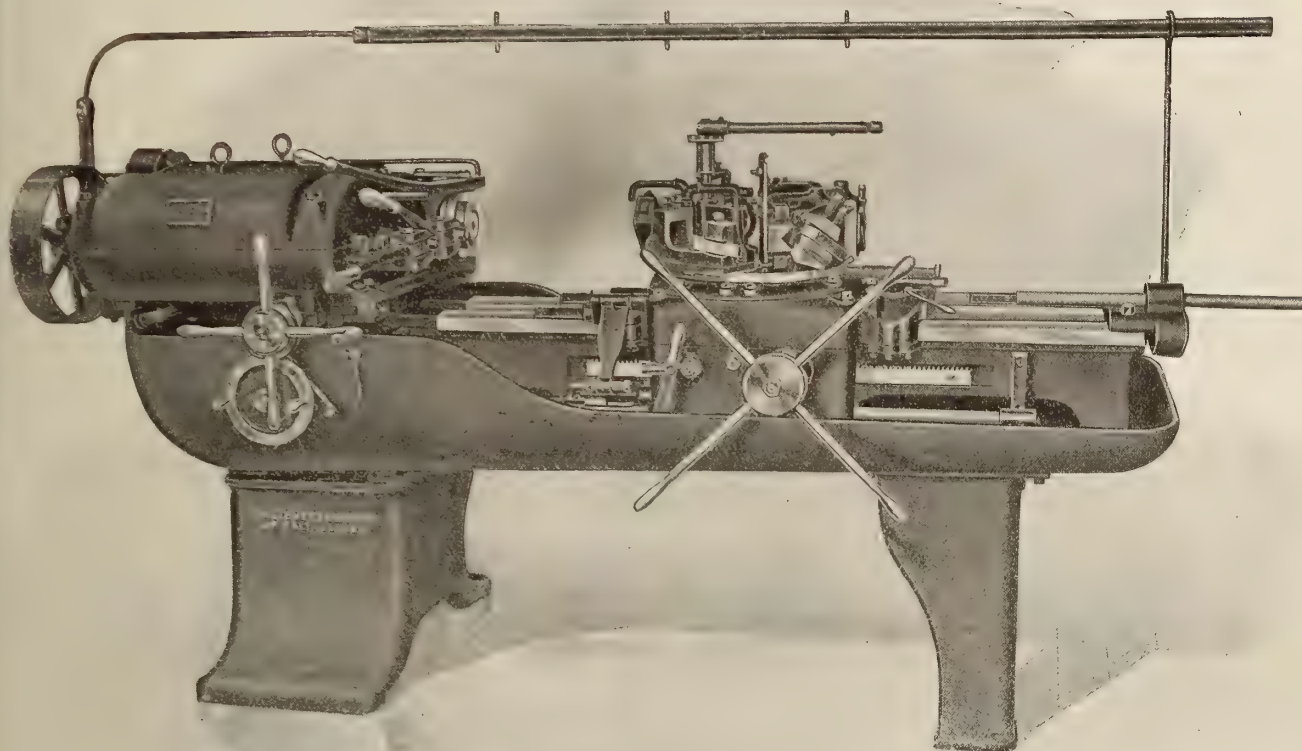
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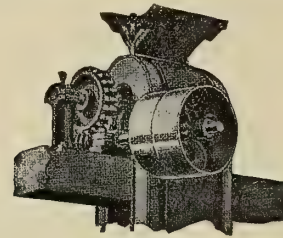
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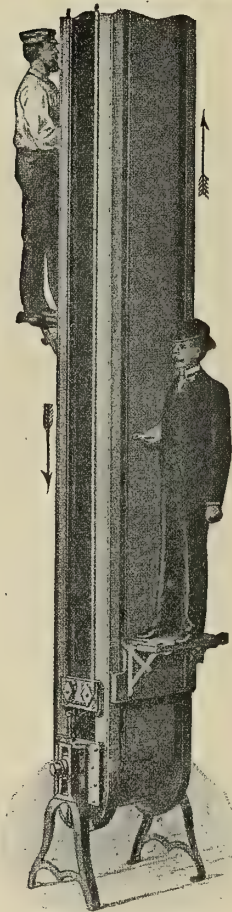
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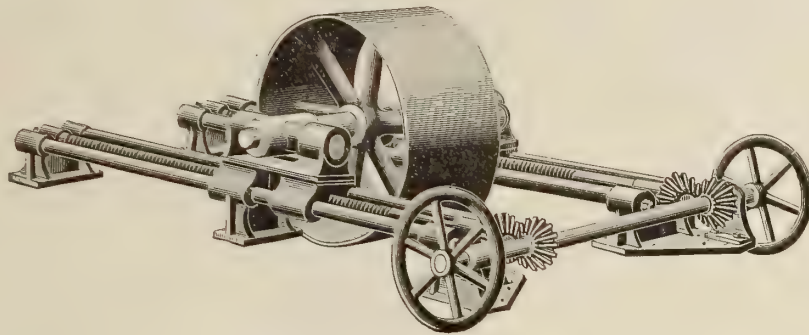
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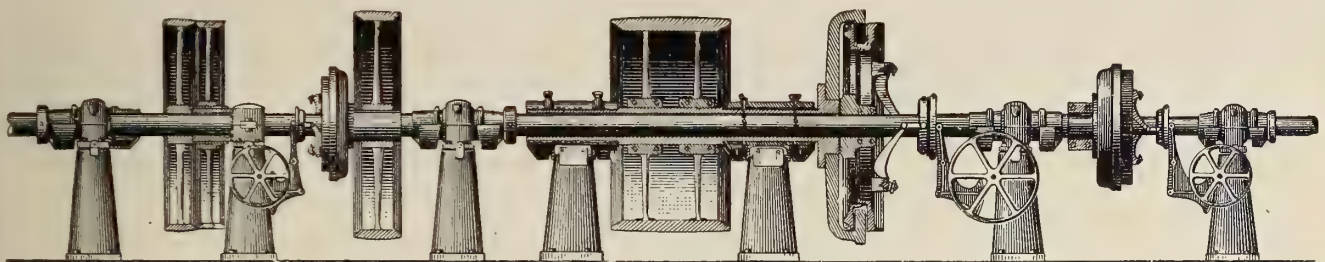
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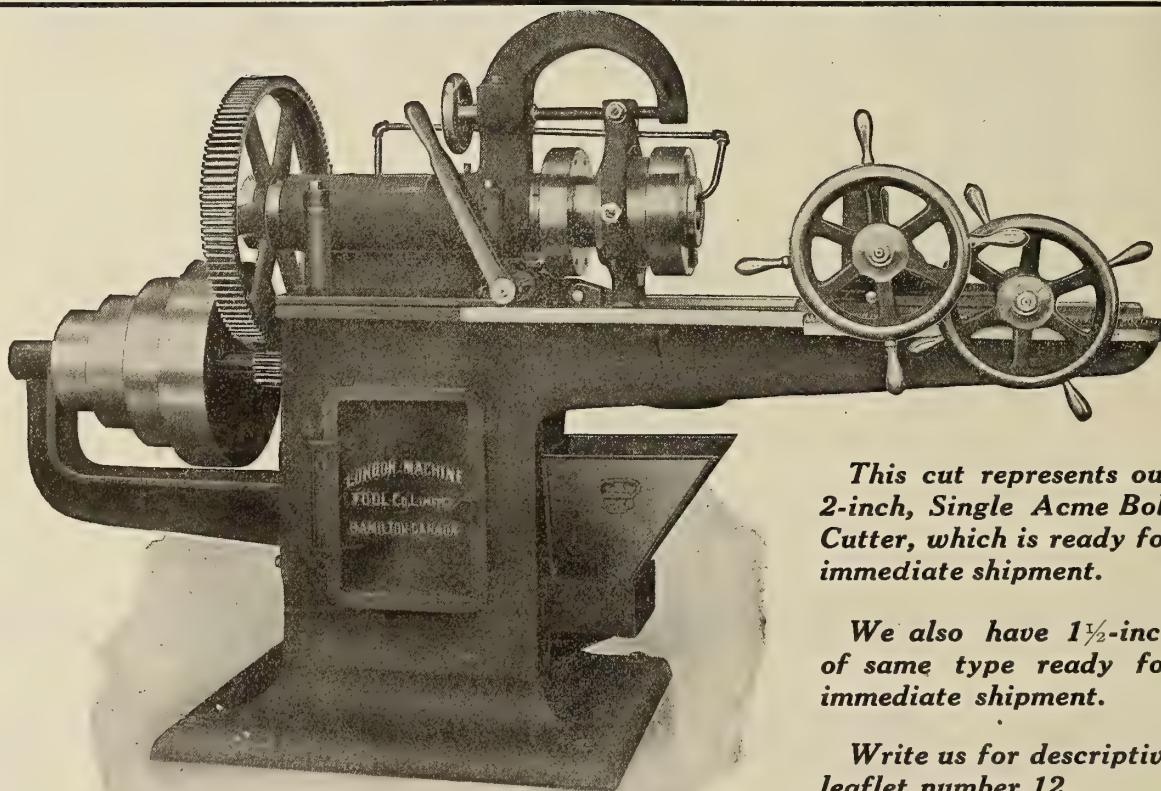
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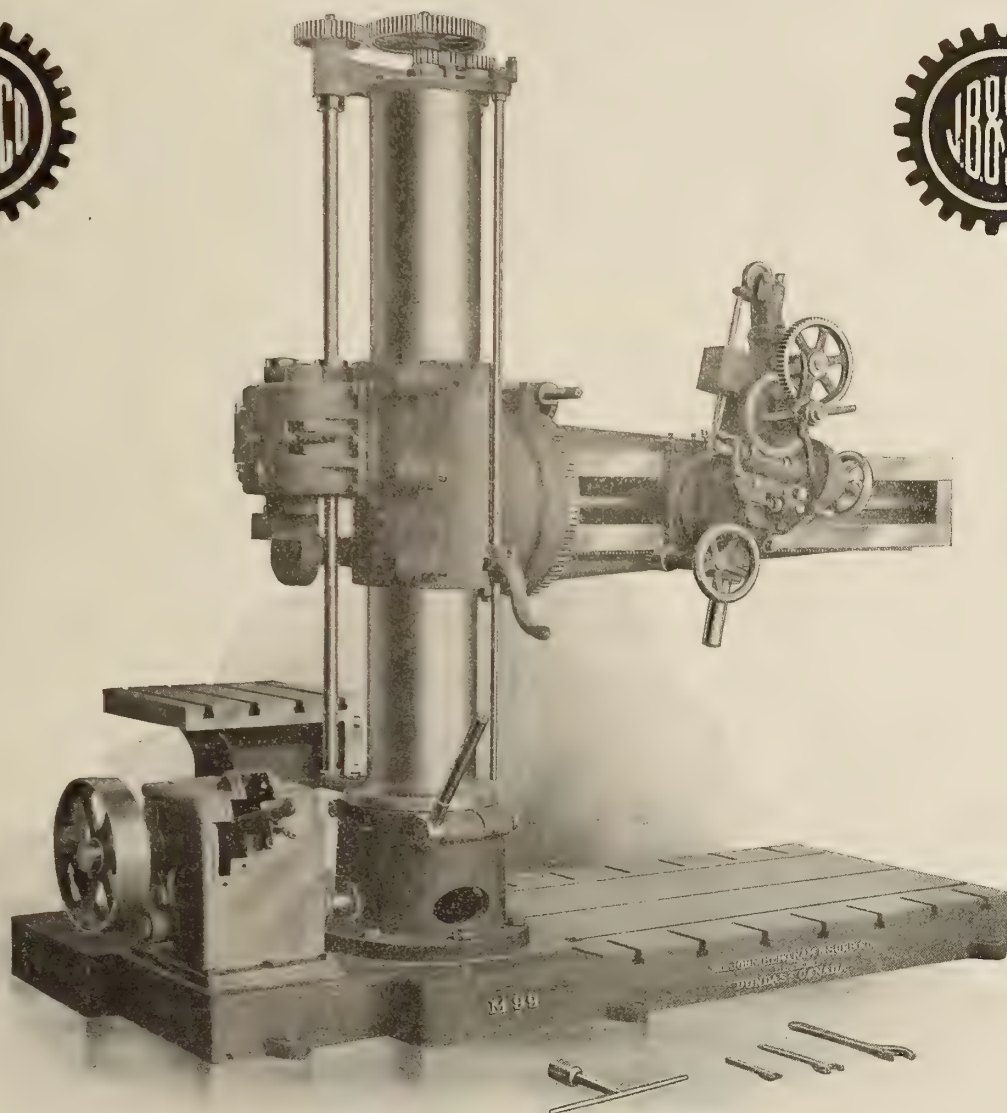
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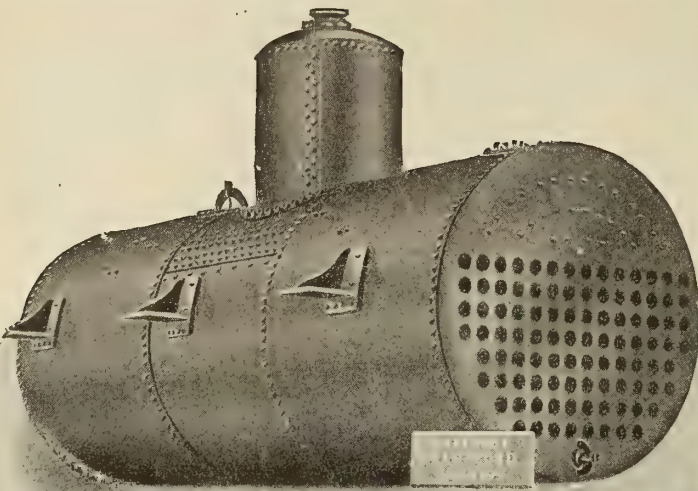
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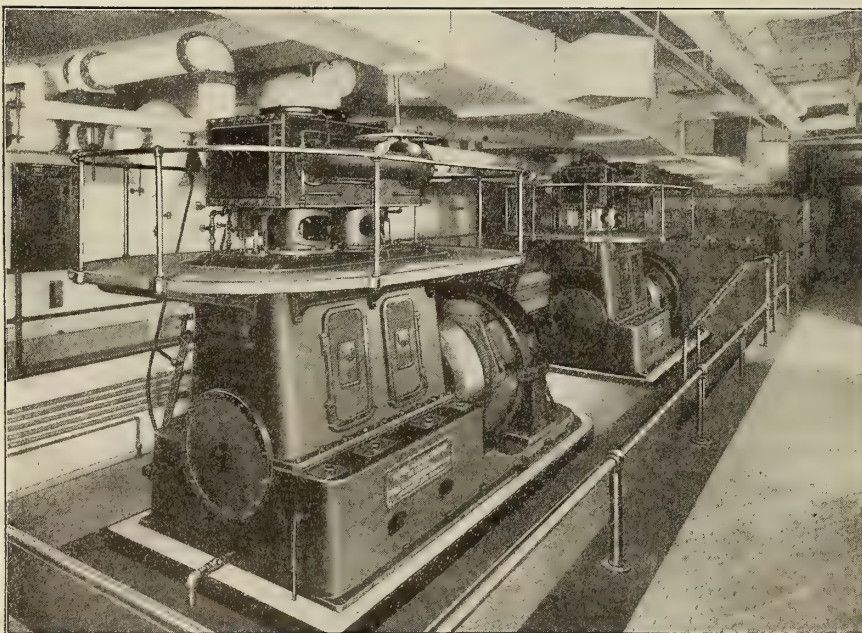


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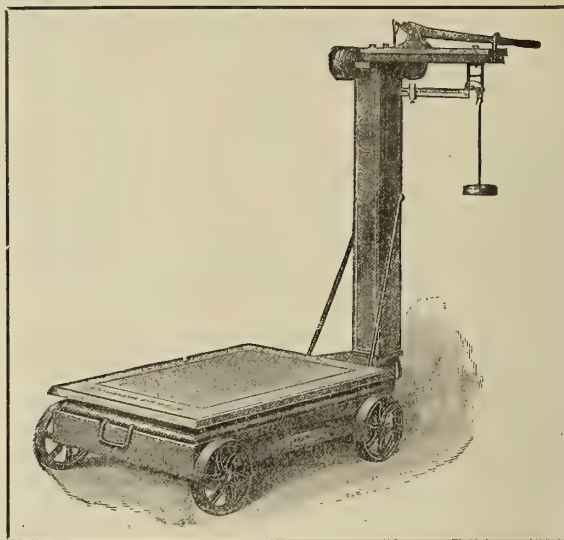
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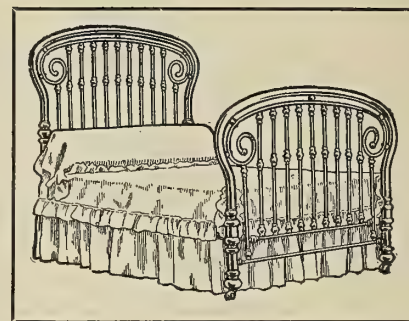
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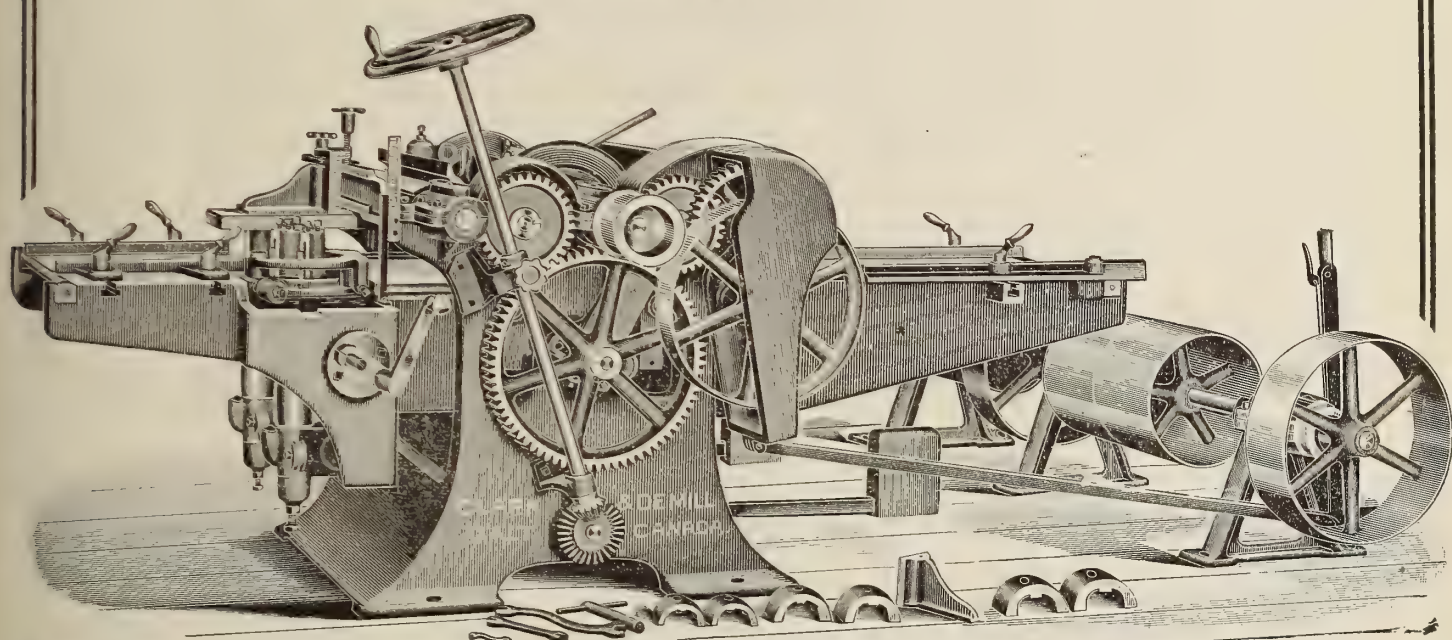
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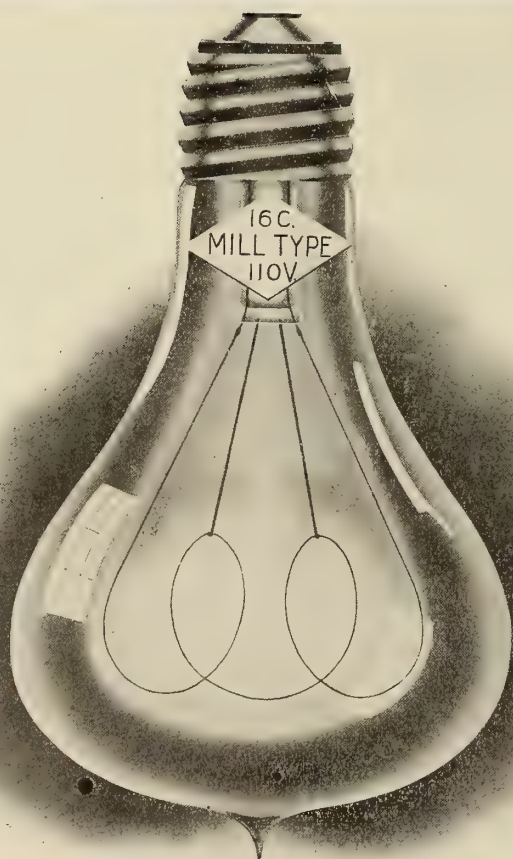
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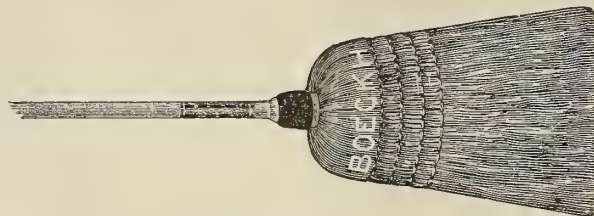
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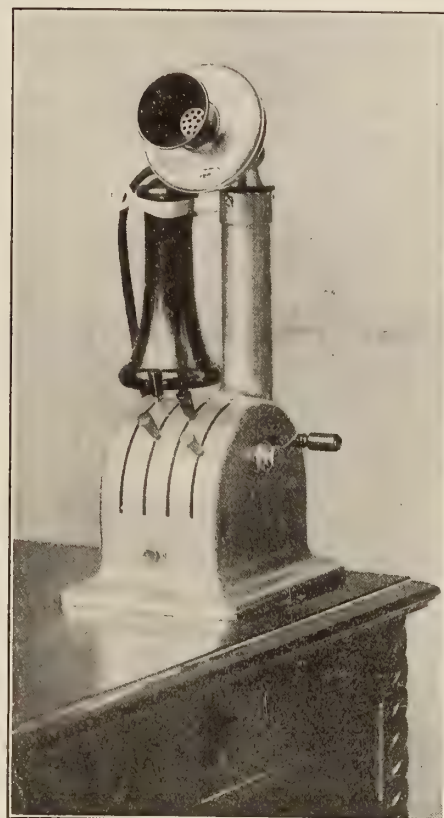
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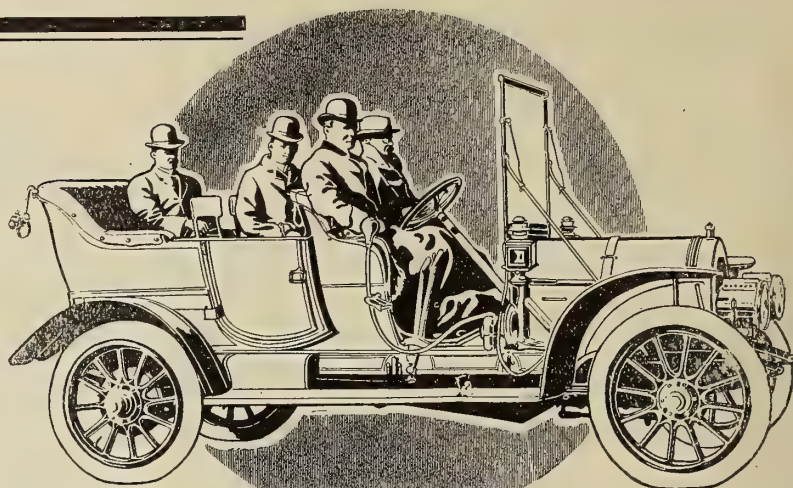
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ISSUED BY

The CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

Vol. IX

TORONTO, JANUARY, 1909

No. 6

INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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COMMENT OF THE MONTH.

Let the People Know.

IF a man had gold dollars to sell at fifty cents and did not let the people know anything about it, he would not sell any. You must tell the people what you have to sell, why they should purchase from you, and something of the value you offer them in return for their money. Too many of us have got into the habit of thinking that because we have been a long time in business everyone must of necessity know all about us and our wares, and it is only a waste of time and of money to go on repeating the story. We are getting our full share of business, there is nothing left to go after, no new world to conquer. Too many of us have got into this rut, gone to sleep on our jobs, and we wake some fine morning to find that even that which we did have we have failed to hold. Some other fellow has set up next door to us and started right in to tell the people that he is the whole thing to the trade, and kept on telling it to them till they came to believe him, and this belief soon resulted in turning what at first was only a boast into an accomplished fact. The old established house has gone to pieces

while the owner slept, and the young, wide-awake rival has built upon the ruin. This process is going on around us every day. In every manufacturing centre in the whole country you can find old firms disappearing and new ones taking their places. If you will investigate you will find in nearly every case that the cause of the decline of the former is the mistaken notion of the owners that old age is respected in the business world, and that it is undignified for a long established firm to sing its own praises into the public ear. We are personally coming into daily contact with cases of this kind, and a striking instance was related to us by a member of the staff of INDUSTRIAL CANADA, who recently called upon the manufacturers of a certain line of machinery with a view to interesting them in the advertising columns of this journal. They would not think of making such a useless expenditure, they said; every manufacturer in Canada knew they were in business and they were getting their share of the trade. There was no use advertising for what they would get anyhow, and a lot more along the same lines—all reasons why they should not let the people know. Now along comes a wide-awake foreign house making the same lines, and builds a branch in Canada. The same man calls on them and is received as a benefactor. They buy pages, double pages, and whole sections to tell all about what they have to sell, and in six months' time the trade will know more about this new firm than they have learned in years about the old ones, who will, one of these days, wake up wondering why trade is falling off. We Canadians, as a whole, have not yet wakened up to the advantage of letting people know about what we are making. We go on year after year turning out goods equal to anything in the world, but we let the outsider do all the talking, with the result that the general public has got the idea that an article to be high class must be imported. In a comparatively short time all this could be changed if we would get out and boost our wares as the foreigners boost theirs. Pick up any paper you like and you will find that the bulk of the national advertising is of foreign products, and if you look over the advertisement of the local merchant you will find repeated again and again "finest imported," "direct importations," and numerous other phrases of that kind, all boosting for the foreigners. And we cannot blame the local dealer either, because the foreign manufacturer stands behind him with

a supplementary campaign. There is more than a protective tariff to building up our national industries. We have got to tell the people about our wares. There is no use trying to sell gold dollars for fifty cents if the people do not know about it.

Illicit Payments.

THE investigation being held into the working of some of the Government Departments at Ottawa has laid bare a carnival of graft that is astounding. It seems that in order to get Government business it is necessary to purchase the officials who have the "say" to a contract. We do not believe that the Ministers are in any way concerned in these affairs or profited by them, any more than the bank president gets a profit out of the moneys taken by a dishonest clerk, or the proprietor of a factory shares in the bribe handed to his purchasing agent. "What is there in it for me?" is the question that the salesman has to meet all too frequently in doing business. As one witness swore in Quebec, it is customary for engineers to get commissions on the oil they purchase for the machinery which they have in charge. A prominent oil man told us the other day that he has to grease the engineer in every factory before he can sell any grease for the machinery. If it were not for this, he says, machine oil could be sold at a much lower rate than it is at present. Graft seems to have been developed into a fine art, and it is honeycombing business in every direction. From the janitor of the office building to the purchasing agent of the Federal Government the grafter's hand seems to be constantly outstretched ready to be greased. It is surprising, too, how high up in the confidence of industrial corporations the grafters can be found. A little commission on the side, and nothing said, lands many a deal, while conscience sleeps.

Incorporated Companies and the Franchise.

THE Executive of the Montreal Branch of the Canadian Manufacturers' Association have decided to urge upon the Provincial Government of Quebec an amendment to the Municipal Law of the Province, providing for granting to incorporated companies the franchise as far as money by-laws are concerned. This is a move in the right direction. Interests, great and small, are becoming incorporated, so that it will soon be no exaggeration to say that the great bulk of the taxes of the country is paid by chartered companies. But these companies do not vote—have no say as to the manner in which the money they pay into the municipal, Provincial or Federal treasuries shall be spent. The principle on which our government is founded is that there shall be no taxation without representation, yet the bulk of the taxes are, or soon will be, paid by incorporated companies that are without representation. The total capitalization authorized under the Dominion Companies Act alone during the past nine years is \$741,568,089, and this is

only a mere fraction of the capital invested in incorporated concerns, as the majority of them have Provincial charters. When one considers the vast amount of taxation imposed on this enormous investment, he can well understand the justice of the request for the franchise. People who are called upon to pay only a mere fraction of the total amount can vote to spend millions, knowing that the companies will have to supply the money. It is an unfair position and some kind of remedy will have to be found sooner or later.

The New Warfare.

TIME was when nations settled their quarrels with battleaxes, then came flint-locks, and finally modern battleships and machine guns, but the very latest is the boycott. Now, when one nation wants to bring another to time, it refuses to purchase any of its commodities. The Chinese were the first to make use of the boycott instead of the rifle, and the plan seemed to have so much merit, that it is now being given a trial by some of the European states that are not getting on well together. The fact that the refusal of one nation to purchase goods from another is looked upon as an effective method of settling differences, is a glowing tribute to the wonderful power of commerce. In a not very remote age, to keep a shop was considered, if not degrading, at least not an elevating occupation. Then the blue blood of the nation sought glory in the ranks of the army. Now, however, commerce is ousting the army, and to be a "Merchant Prince" or "Captain of Industry" is to attain a rank as enviable as any in the land, and far more profitable. Royalty honors the successful merchant and manufacturer. His shop window no longer limits the height to which he may rise in the esteem of his fellows or the councils of his country. This is emphatically the age of Commerce Triumphant.

The Franco-Canadian Treaty.

THE Franco-Canadian Treaty which awaits the ratification of the French Senate, has been the subject of considerable discussion and surmise during the past month. If it passes the Senate, Germany, we are told, will make a bid for a similar arrangement with us. The United States manufacturers, who have quite an extensive trade with France, will be put out of business, or forced to move their factories to the Canadian side of the line. In England, Hon. George Wyndham pledged the next Conservative administration to a tax on corn flour with a preference to the colonies, in the hope that Canada would hold her hand and not conclude the treaty with France, or open negotiations with other countries along the same line. Meantime the tariff commission of the French Senate continues to raise objections to ratification of the treaty, and the French Ministers are making desperate efforts to bring them around. What the outcome will be no one can tell at present. If the treaty is not signed

things will go back to where they were, but if it is there is likely to be a scramble for similar treatment from numerous other sources. Germany in particular has become tired of the surtax, which has all but wiped out her trade with Canada. Great Britain, which treated the preference with what Lord Northcliffe recently described as cold indifference, is at last waking up to an opportunity that has been overlooked, and is fearful that it will be lost. The United States, which sent our Ministers home a dozen years ago with cold chills, is now anxious to get into closer trade relations with us on more favorable terms. The whole thing is that the world, generally speaking, has at last come to realize that Canada is a great country, with unlimited natural wealth and almost boundless trade possibilities, and they are all anxious to "get in on the good thing." Meantime we have our own manufacturers to consider—the men who have for years been fighting an uphill fight to establish the industries of this country and develop its resources. To these pioneers in the industrial field is due, more than to any other one cause, the splendid reputation which the country has won, and whatever arrangements are made with outsiders, their interests should not be overlooked. Now that the country has developed into something worth while it would be unfair to throw it open to anyone and everyone who wished to exploit it.

Bank Statements.

THIS is the season of the year when the banks issue their annual statements, and one can get a fair idea of the trend of business during the year by a study of them. In this issue of INDUSTRIAL CANADA will be found the report of the forty-fifth Annual Meeting of the Directors and Shareholders of The Merchants Bank of Canada,

one of the solidest financial institutions of the country. For an off year, the report is one of which the bank has every reason to feel proud, showing as it does the careful management of the institution. The net profits for the year amounted to \$738,597.19, which is less than a year ago, but, as pointed out in the report, conditions have been less favorable. The usual 8 per cent. dividend was paid, \$100,000 written off bank premises account, \$25,000 contributed to the officers' pension fund, and the balance carried forward to undivided profits account. The shareholders have every reason to be pleased with the result

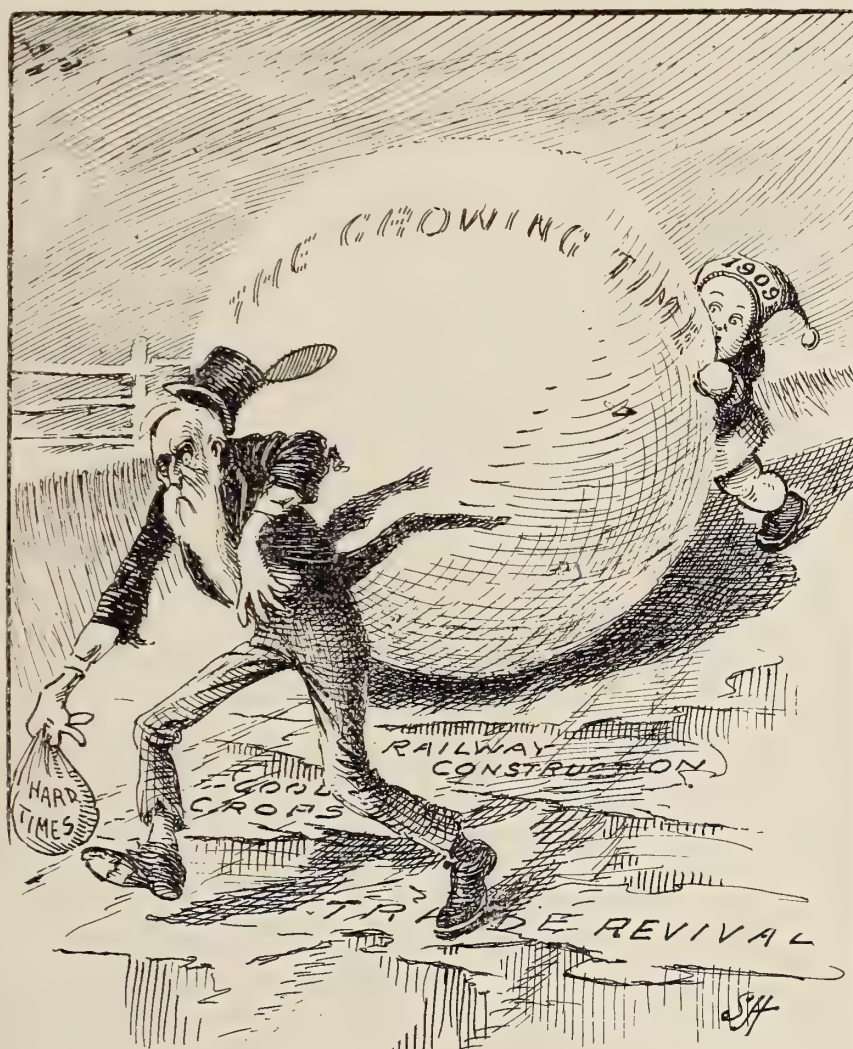
of the year's business, and they showed their satisfaction by passing the report and re-electing the same board of directors with one exception, Mr. Bryce J. Allan taking the place of Mr. C. R. Hosmer, who resigned to join the board of another bank. The Canadian banks weathered the period of financial stringency with great credit to themselves and in a manner to strengthen the confidence of the public in our banking system.

A Contrast.

PRESIDENT WOOD, of the American Woollen Company, says their large mills are running full capacity with the product sold several months ahead. Contrast this press note with the announcement that the large mills of the Montreal Woollen Mills Company have

been compelled to close down because there ceased to be any profit in the business, and then guess the reason. To help you in guessing we will give you a few facts. In the United States there is a heavy tariff on imported woollens, thus holding the home market for the home manufacturer. In Canada, the general tariff is much below that of the United States, and is still further reduced under the preference to woollen goods coming from Great Britain. The Canadian woollen manufacturer has to pay the high wages which prevail on this continent, and his expenses are as high as in the United States. The

The Growing Snowball.



YOUNG 1909: "O-u-t of the r-o-a-d!"

Canadian is compelled to compete with Great Britain, where wages are much less, while the United States manufacturer is protected. The United States mills are running full capacity and their employees are drawing good pay. The Canadian mills are silent and the unfortunate employee will have to go without his usual Christmas dinner, unless he is fortunate enough to have a few dollars saved up. The United States has a population of 80,000,000; we have not 8,000,000; they have great cities consuming the products of their farms, we have only minor cities, and millions of acres of vacant farm lands. Carnegie tells us that high protection has made the United States "the greatest manufacturing nation in the world"; we seek to make ourselves great by killing off our industries for want of protection. Our method is theory, theirs is an accomplished fact.

Unionism and Efficiency.

PRESIDENT ARTHUR T. HADLEY, of Yale University, in a recent address on "Some Educational Lessons from Germany," said that United States labor had deteriorated in the last fifty years, and this he attributed to careless training and habits of workmanship and the restraint placed upon them by unions. The efficiency of labor in Germany, in President Hadley's opinion, had steadily increased owing to thorough technical training and a better spirit among the workmen. President Hadley hit the nail pretty squarely on the head when he attributed the deterioration in efficiency of labor in America to the restraint of unionism. The very principle of unionism—that all workmen are equal—offers a premium on incompetency. What inducement is there for a workman to study and work to improve himself and attain greater efficiency, when the union decrees that the wage he shall earn shall be the same as that of its least efficient member? There is so much per hour to be obtained for working at any particular calling, and the union says that every man shall have the union rate, and they see to it that the rate is as high as the employer can afford to pay. When a workman is limited by such a barbarous rule there is no reason why he should seek to improve himself. The union gives no guarantee of efficiency—has no standard. All it wants is "UNION RATES," and every man Jack of its members is bound by that one consideration. It is hard to expect workmen to improve under such conditions.

A Cheering Report.

MR. J. B. JACKSON, Canadian Trade Commissioner at Leeds, England, sends a cheering report of a fast growing trade between Canada and the North of England. A few years ago there was practically no direct trade between that part of England and Canada, and all goods sold there were disposed of as products of the United States. Now, however, anything coming from

the Dominion seems to carry additional attraction and interest, so much so that many firms are making use of the name "Canadian" to aid them in the sale of goods. This is worth a good deal, and it rests with us to make the most of it. If this new-born confidence in Canadian products is abused by dishonest shippers the result will be a set-back for Canadian products, from which they may never recover. That there is danger of this happening, it is enough to say that it has already occurred in the case of the apple shipments. Canadian apples have a reputation on the British market that is unequalled by any other, but some unscrupulous shippers are taking advantage of this to abuse the confidence of the British people. J. E. Roy, Acting Commercial Agent at Birmingham, calls attention to a case in point upon which he comments with severity. The consignment in question was a particularly bad lot of 500 barrels from a well-known Ontario exporter. Those that were not very small and badly spotted were in an advanced state of decay, he says. There should be some way of punishing a shipper who sends out such stuff. He is not only endangering the apple trade, but is shaking the confidence of the British people in the honesty of Canadians generally.

Earl Grey and Technical Education.

THERE was an interesting discussion on educational problems in Canada at the formal opening last month of the night classes of the Montreal Technical and High School, in which His Excellency Earl Grey took part. There was one thing, he said, of as much national importance to Canada as a tariff, and that was the skill and efficiency of its citizens, which would result from a competent technical educational system. Though Montreal would in time be one of the foremost cities of the world, it was yet far behind in technical education. He also pointed out that Montreal, in this respect, was far behind towns of equal size in the United Kingdom. There were several other prominent speakers, including Hon. W. A. Weir, Provincial Treasurer, and all agreed with His Excellency that Canada's crying educational need was technical schools which would develop our workers into skilled mechanics of the highest order. The Canadian Manufacturers' Association has long been devoting attention to this subject, and the interest that has been created in it is in no small measure due to its efforts.

ARE YOU INTERESTED?

We publish this month all freight tariffs which have been filed with the Railway Commission during December. Numerous changes in rates are recorded. Is it of interest to you to have these published each month? If so, write The Editor, INDUSTRIAL CANADA, Toronto.

Suggestions Wanted.

THE Department of Trade and Commerce is asking for suggestions as to how the export trade of Canada might be increased. A circular has been issued to Boards of Trade and exporters, inviting an expression of their views on the subject. The questions asked are:

(a) What would you advise should be done to increase the export trade of Canada?

(b) What improvement or change do you think desirable in the compilation of the trade statistics published by this Department?

(c) Can you suggest any improvements in the collection and publication of commercial information received from the trade commissioners?

No doubt the Department will get a multiplicity of suggestions, many of which may be found of service. Our own idea of the best method to increase our export trade is to give our producers such a measure of protection at home that they will be able to lay a solid foundation on which to build an export trade. Many of our industries have such a hard struggle to make both ends meet at home, that they have neither the energy nor the capital left to go out after foreign markets. They do not have to go to foreign countries looking for competition

—it is let right in on top of them at home. One writer, commenting on the circular, gives an instance of what he describes as the lack of energy or enterprise of the Canadian manufacturer. During the South African War a Canadian manufacturer was asked to tender for a supply of a certain kind of shoes. Only after several letters and cables had been sent him did he even take the trouble to answer, and then it was only to say that he did not make that kind of shoe. The writer comments rather severely on this, and says if the request had gone to a United States manufacturer he would have moved heaven and

earth to supply the article demanded. The writer thinks the Canadian showed a woeful lack of energy in not at once turning his whole factory upside down to fill an order that was out of his line. Did he find out before censuring him whether or not he was in a position to make all the changes needed? Perhaps if he switched for even a short time from his regular line to execute the special order, he would have lost his trade, for in this country the manufacturer has not the same measure of protection at home that his United States competitor has, and he cannot switch around with the same measure of safety. Once our factories have become strong enough at

home, they will go out after the export trade, and they will get it, too.

His Share



UNCLE SAM: "Canady feeds her, and———waal, I milk her, b' gosh."

No More Crooks.

AT last the British authorities have taken action to stop the practice of letting offenders go on suspended sentence on condition that they emigrate to one of the Colonies. The Canadian immigration authorities have for a considerable period been making strong representations to the home Government against this practice on the part of some magistrates and judges, but not until very recently has any action been taken to stop it. A letter has been addressed by the Home Government to the justices and

others concerned, intimating that the practice must cease. Canada has enough criminals of her own without having them dumped in here even by the Mother Country. Within the past few years crime has greatly increased in all the large centres of Canada, and the increase is almost wholly amongst the foreign element. Robberies, hold-ups and even murders have increased at an alarming rate, and in some of our cities the problem seems to have got beyond the ability of the local authorities to solve. Bad as the case is, it is nothing to what it would soon become if all the offenders in

England were allowed to escape punishment by promising to come to Canada. How many of the crooks we have here at present came on that account there are no statistics to show, but it is safe to predict that a man who would steal in England would not be cured by merely coming out to Canada.

Time Something Was Done.

THE Montreal Executive of the Association has decided to urge upon the Government of Quebec an amendment to the law respecting the garnishment of wages in order to relieve the disabilities of both the employer and the employee as obtaining at the present time. Last month we called attention to some of the hardships which both the employer and his workman are made to suffer under the present system, and what an awful burden court costs are in the Province of Quebec. It is certainly high time that some action was taken with a view to relieving the situation. While it is necessary to have some means for the collection of debts, it seems to us that it is possible to adopt a plan which will not overburden the unfortunate debtor with unnecessary costs and put his employer to needless expense and worry. The Federal Government, for instance, refuses to allow any one to worry it by garnishing the wages of its employees, and if it is possible to exempt civil servants, surely it is equally possible to exempt the servants of other people. Every employer has worries enough of his own without burdening him with the worries of his employees.

Trade With Mexico.

MR. D. A. ANSELL, Consul-General of Mexico, in Canada, says that during the past season trade between the Dominion and the Republic has increased over 100 per cent. Notwithstanding this excellent showing, Mr. Ansell says that Canadian houses might do a great deal more, if they would send their own representatives to Mexico, instead of depending upon a commercial agent, who, carrying several lines, is not able to give sufficient attention to any one in particular. Canadian merchants have suffered in the past for want of proper representation, and if they expect to get as large a share as they should of the trade that is developing there, it is, he says, necessary for them to send their own men to Mexico, so that they could see for themselves the possibilities that are opening daily. As an indication of the wide range of goods for which there is a demand in the Republic, he says that this year there was shipped from Canada, in increasing quantities, sewing machines, typewriters, street railway cars, rope, wall paper, chemicals, newspaper, machinery of various kinds, whiskey, furniture, wire fencing, boots and shoes, potatoes, building lumber, steel rails, cedar ties, cement, canned goods, paints and tallow. A truly imposing list, and one which it is worth while enlarging to the fullest extent. Mr. Ansell

seems confident that Mexico offers a particularly profitable field for the expansion of Canada's foreign trade, and that all it needs is a little looking after on our part.

The Tariff and Monopoly.

ONE of the most telling arguments used against a high protective tariff is that it tends to create combines and monopolies in trade. The big fellow gobbles up the little fellow and competition is wiped out. In opposition to this view, Judge Gary said in his evidence at Washington, before the House Ways and Means Committee, that the United States Steel Corporation could stand a reduction in the tariff on steel, but that the smaller steel manufacturers could not survive with lowered duties. Here, then, we have the very opposite effect from a lowered tariff to that claimed for it by its advocates. Instead of a high protective tariff tending to create monopoly, its effect is to enable competition to exist. The big fellow can fight foreign competition, but the little fellow cannot, and if you lower the tariff the only difference is that outside industries share the trade with the native big fellows, instead of having to meet competition from the little fellows at home. In either event there is no monopoly, and the argument against protection loses its force.

Blunder in Legislation.

NO one ever imagined that our law-makers were infallible, but without claiming anything so extreme as that, one ought to expect that at least they would not be stupid. To err is human, no doubt, but to blunder is stupid. Clever people make mistakes, only stupid people commit blunders. Our legislators must, therefore, have been in some sort of stupor when they passed the act dealing with the marking of jewelry. According to the Act it is not lawful for a Canadian manufacturer to warrant his wares for say fifteen years or twenty years. Such a guarantee is, on the face of it, ridiculous. If one purchases a piece of plated ware or a watch with a filled case, and at the end of say ten years the plating is gone, how is he going to get back at the man who sold it to him ten years before? Nevertheless, the guarantee had a lot to do with making sales for the product that carried it, and when its use was prohibited it became harder to convince people of the value of the article. However, that would not affect the wisdom of the act, were it not for the blunder which made the prohibition of the guarantee a positive hardship and injustice to the Canadian manufacturer. The blunder consists in the neglect to prohibit the importation and sale of articles with the fifteen, twenty or twenty-five year guarantee. The result is that retailers are importing many articles that they formerly bought from Canadian manufacturers, simply because the foreign article has the guarantee and the Canadian has not. Of course, this will be remedied this session, but in the meantime, many a good sale has been lost to the Canadian through the blunder.

THE INDUSTRIAL OUTLOOK FOR 1909

Prominent Manufacturers Write on the Trade Conditions of Canada. Indications Point to a Resumption of Normal Activity. All Parts of the Country are Hopeful.

A CONSERVATIVE hopefulness is the marked characteristic of the replies of leading Canadian manufacturers to enquiries about the business prospects for 1909. The past year has had a chastening influence, and in the following letters there is nothing of the intemperate enthusiasm which characterized the sentiment of the years preceding the recent trade re-action. When a man gives his opinions now, he usually supports them with his reasons. Hence there is a tendency rather to understate than to overstate conditions.

There is not one of INDUSTRIAL CANADA's correspondents, however, and they extend from Nova Scotia to Manitoba, who does not express the reasoned opinion that the present year will be one of increasing activity and prosperity. Briefly summarizing the causes and indications, we may point to the increased demand for steel and iron, indicating a resumption of plans for construction and extension; the great freedom of money, permitting of the ready extension of business along safe lines; the great crop, particularly in the West, and the large proportion of it which was marketed before the close of navigation; the continued activity in the construction of such great enterprises as the G.T.P.; the increase in population, which creates a market, not only for farm implements, but for clothing, building supplies, house furnishings, etc. In the Maritime Provinces, as is pointed out, owing to the diversity of interests the depression was not felt as severely as in other parts of the continent. That region, which draws its wealth from all four of the chief wealth-producing activities, farming, mining, forestry and fishing, has little to fear from a trade re-action. Seldom will there be a failure in all four. This year the farm crops were especially abundant.

Finally, the surest indication that we are about to enter upon a year of activity lies in the fact that trade even now is showing marked improvement. In most lines enquiries are more frequent and orders more numerous than they were at the corresponding time last year or at any time since.

The prospects are that this condition will become stronger as the year advances.

To quote from some letters:—

Amherst, N.S., December 23, 1908.

F. P. Megan, Esq.,

Editor, INDUSTRIAL CANADA,
Toronto, Ont.

Dear Sir,—The large number of enquiries for machinery in our line from all parts of Canada, particularly the West, indicate that confidence is being regained and that customers are preparing to go on with constructive works. Although the months of December and January are usually the quietest with us, I feel that business will gradually improve so that by spring it will have resumed about normal conditions. All the indications remind me of a smoldering fire which is ready to burst into flame as soon as the internal heat of public confidence is sufficient to produce combustion.

Yours truly,

D. W. ROBB,
President, Robb Engineering Co., Ltd.

Brantford, December 21, 1908.

THE EDITOR, INDUSTRIAL CANADA,
Toronto, Ontario.

Dear Sir,—In reference to your enquiry of the 18th inst., re trade prospects for the coming year, would say that the business outlook is considerably better than it was last year at this time. I believe that the conditions generally are much improved, and look forward to the future with every confidence. I remain,

Yours faithfully,

HARRY COCKSHUTT,
Cockshutt Plow Co., Ltd.



The Freight Sheds are Busy.



A Mid-day Scene at a Toronto Factory.

Hamilton, December 22, 1908.

THE EDITOR, INDUSTRIAL CANADA,
Toronto.

Dear Sir,—That the conditions in the iron and steel business are improving I have not the slightest doubt. Buying for the last three months has been free, and the requests for shipments on contracts have been regular, and in many cases urgent. By next spring I look for the demand to be as good as it was during 1906 and 1907.

Yours truly,
R. HOBSON,
The Hamilton Steel and Iron Co., Ltd.

St. John, N.B., Dec. 22, 1908.

THE EDITOR, INDUSTRIAL CANADA,
Toronto, Ont.

Dear Sir,—In reply to your favor of the 18th inst., business in the Maritime Provinces has come back to nearly normal conditions. Our progress during the past few years had been slower than in some other parts of Canada, but it had been natural and more sure, so that there was much less re-action.

Our lumber and fishing industries have been much depressed, but these losses have been pretty well made up by excellent crops at good prices, together with the employment of several thousand men in the construction of the Grand Trunk Pacific Railway, which has also made a market for considerable country produce and other materials.

With the expected improvement in the lumber market which our operators are looking forward to, we in these Provinces should be better off six months hence than for several years past.

Yours truly,
T. H. ESTABROOKS.

Galt, Ont., Dec. 23, 1908.

THE EDITOR, INDUSTRIAL CANADA,
Canadian Manufacturers' Association,
Toronto, Ont.

Dear Sir,—In answer to your letter of the 18th inst., there is a marked tone of confidence in business circles generally. Conditions have been gradually improving and I believe will continue to improve. We have had splendid crops, and with the financial position of the country much improved and comparatively easy money, large expenditure in railroad con-

struction and increased immigration, the prospects for the coming year are good.

I do not look for a boom in business but a gradual resumption until normal conditions are obtained.

R. O. McCULLOCH,
The Goldie & McCulloch Co., Ltd.

Winnipeg, Dec. 24, 1908.

THE EDITOR, INDUSTRIAL CANADA,
Toronto, Ont.

Dear Sir,—In reply to yours of the 18th, *re* industrial conditions in Winnipeg.

There is a distinct feeling that the new year will be a good one in business circles. Tracing this feeling back to its source, it is the belief that money will be cheaper and banks and loan companies will become freer in lending. This is the keynote of our whole talk, and if you make up your mind that money is going to be plentiful, and not too dear, you at once join the optimists and expect almost boom times to come again in the near future.

The more sober-minded men of long experience seem to agree that business conditions will become easier, and in all lines of trade a good year is expected. These sober-minded fellows are generally slow to admit improvement, and when they do, it has already taken place. Generally in clubs and on the street, wherever business men gather, they seem to agree that there will be an improvement in business for the coming year.

This is the feeling that makes times good; cheap money, easy credit and good crops would start them booming again. We have one good crop; the answer to the rest you can arrive at yourself.

WM. J. BULMAN,
Bulman Bros.

Brantford, Dec. 19, 1908.

THE EDITOR, INDUSTRIAL CANADA,
Canadian Manufacturers' Association,
Toronto, Ont.

Dear Sir,—Referring to yours of the 18th inst. We have not yet noticed very much change in business, although everything appears to point to an increase in business and a general improvement in trade, and we believe this is going to be the case.

C. H. WATEROUS,
The Waterous Engine Works Co., Ltd.

HOW TO DEVELOP AN EXPORT TRADE

By. Alex. Saunders

The Goderich Organ Co.

There are Several Requisites for an Export Trade. The Present Article Discusses Some of the Details Which Must be Cared for. Answering Correspondence and Prompt Shipments Essential.

THE export trade is the relief for manufacturers in Canada. I have made this statement to a number of my fellow-manufacturers at different times, and my experience has taught me the correctness of it. When one considers that the whole world is open to buy our products, one is amazed at the apathy displayed in pursuing this opening for trade on the part of our manufacturers.

The remark is often heard that "the expense is greater than the margin of profit." This depends on how one goes about securing export trade. A great deal can be spent unprofitably in this line of advertising as in others. It has cost us considerable money trying to get our goods before the foreign merchant by export journals, foreign trade journals, year books *ad infinitum*. The best results have been from our own "Canadian Trade Index." We have to thank our good friend, John S. Larke, for getting us a footing in Australia and keeping us posted on credits; from this start our business has been steadily growing to other countries.

No doubt each one has some means peculiar to himself of getting export trade, but there are certain well-defined principles which will apply to all firms. The most vital points in retaining trade are quality, prompt shipments, following shipping instructions, and replying promptly to correspondence. Perhaps I should put this last point first, as prompt replies to enquiries, together with a supply of Catalogues and Price Lists, is the preliminary step to opening up trade.

My own idea about starting into the export business is first to find out the class of goods each country requires, where it procures its supply, and if possible the prices obtained. This information can be obtained through the Government agents representing Canada in different parts of the world. The next step is to familiarize oneself with the tariffs of the country, the best shipping routes, and the freight rates, including all terminal and intermediate charges. You can then quote c.i.f. any foreign port, or f.o.b. cars at



C.P.R. Boat at the Vancouver Dock—Taking on Cargo for Far East.

your own place, whichever is preferred. Most foreign buyers wish quotations f.o.b. vessel at nearest seaport. It requires a great deal of patience and perseverance to get and retain this class of trade. Catalogues should contain, in addition to good cuts, a full description of the articles illustrated, bearing in mind that the person to whom you are showing your cuts possibly knows nothing of the construction or use to which the articles can be applied. Do not be afraid of stating too much in regard to the quality, the finish, or the material of which the article is constructed, and in fact about anything in connection with it.

It is well to establish a good agent in each country at some central point. These can be found in all countries of any importance, and information concerning their fitness can be secured through the Government agent or through our own Association. It may be that the Government agents are in touch with such persons and can recommend them to firms requiring their services. I am of the opinion that if the Government would send a good business man to each foreign country where trade is likely to be secured, for the express purpose of ascertaining at first hand just what goods are required, where present supply is obtained, the best shipping routes, and in fact just such information as a manufacturer who wishes to start in export trade requires, good results would be obtained quickly, which, by ordinary processes, would take years to obtain. It appears to me that some regularly appointed Government agents get so hedged about with an air of officialdom that they think it beneath their dignity to talk shop, and their reports become perfunctory and of little practical value, consisting of generalities of little value for actual use. Now, as I said at the outset, the whole world is open to buy our products if we but go after the business. If my article will start a discussion on this subject I shall feel that something has been accomplished.

LIMITATION OF PROVINCIAL CHARTERS.

Under this heading a paragraph appeared in the October issue of *INDUSTRIAL CANADA* which incorrectly reports the result of an important decision of the Supreme Court of Canada. The trend of the article in question was to show that the judgment of the Supreme Court held "that a Company incorporated by the Legislature of a Province is not capable of carrying on its business beyond the limit of such Province."

It should have been stated, however, that this was the view expressed by the *minority* of the Court, consisting of Sir Charles Fitzpatrick, Chief Justice, and Sir Louis Davis. The majority of the Court, consisting of Justices Idington, MacLennan and Duff, held the opposite view: "That a Company incorporated under the authority of a Provincial Legislature to carry on the business of fire insurance is not inherently incapable of entering, outside the boundaries of its province of origin, into a valid contract of insurance relating to property also outside of those limits."

The majority of the Court constitutes the judgment of the Court, and consequently, until it is reversed by the Privy Council, it stands as the law of the country.

The case that was argued, and upon which the majority judgment was rendered as above, was probably one of the most important that has come before the Canadian courts, involving so large a measure of provincial rights. As it stands, the judgment is all in favor of the Provinces. Whether the Privy Council would sustain this view it is not for us to say, but in view of the minority judgment rendered by two such capable jurists, it seems a pity that the opportunity should be lost of having the subject pronounced upon by the highest court of the realm. It does not appear, however, that there is any likelihood of the case being taken on

the Privy Council, consequently, for the present, the rights of the Companies with Provincial Charters to do business outside of the Province of their origin is good Canadian law.

THE OWNERSHIP OF TOOLS.

The ownership of tools made in an employer's shop, and on an employer's time, was finally decided by the Supreme Court of Canada in the recent case of the Copeland-Chatterton Co. vs. Business Systems and six individual defendants. In the original action, it was charged, among other things, that one of the defendants had on leaving the plaintiffs' employment, taken with him special fine tools belonging to the plaintiffs. The Trial Judge held that the charge as alleged was true. He ordered the return of the fine tools that had been carried away by the defendant Hoose, and granted damages for their use by the defendants.

On appeal by the defendants to the Court of Appeal for Ontario the Court accepted Hoose's statement made on oath that he had made the tools in question for himself at odd times when he had spare moments. The Court said:

"There are times in the course of a tool-maker's day's work when the machine of which he is in charge is engaged in doing some piece of work which calls for no special personal attention. During such periods the tool-maker is idle, and if he chose to sit with folded hands the employer would have no cause of complaint. Is there any reason why he should not employ that time on a piece of work for himself, if he is so disposed? And if he does so, does the law enable the employer to demand the benefit of the work done? In the absence of a covenant expressly to the contrary, a servant's spare time is his own, and he is not accountable to his master for benefits derived from its use."

The case was carried to the Supreme Court. There the argument turned largely on the ownership of the tools, and on that point the Supreme Court reversed the decision of the Court of Appeal and restored the judgment of the Trial Judge. In its reasons for judgment the Supreme Court says:

"Hoose made the tools in the master's time, with the master's power and machinery, for use in the master's work, and used them in the master's work."

The Court also found that the material out of which the tools were made was the property of the Copeland-Chatterton Co., and that on the whole case it was clearly shown that the tools were the property of the Company and not the property of Hoose.

The case was especially interesting as establishing the limit beyond which employees cannot go, legally, in infringing on the time and property of their employers. It was specifically decided that it was illegal to copy out lists of customers with the intention of using them afterwards to the injury of the employer. It was also held to be illegal to abstract samples of sheets and records to be used later as models. The whole decision is worthy of close scrutiny by manufacturers.

Caviare from Lake Winnipeg.

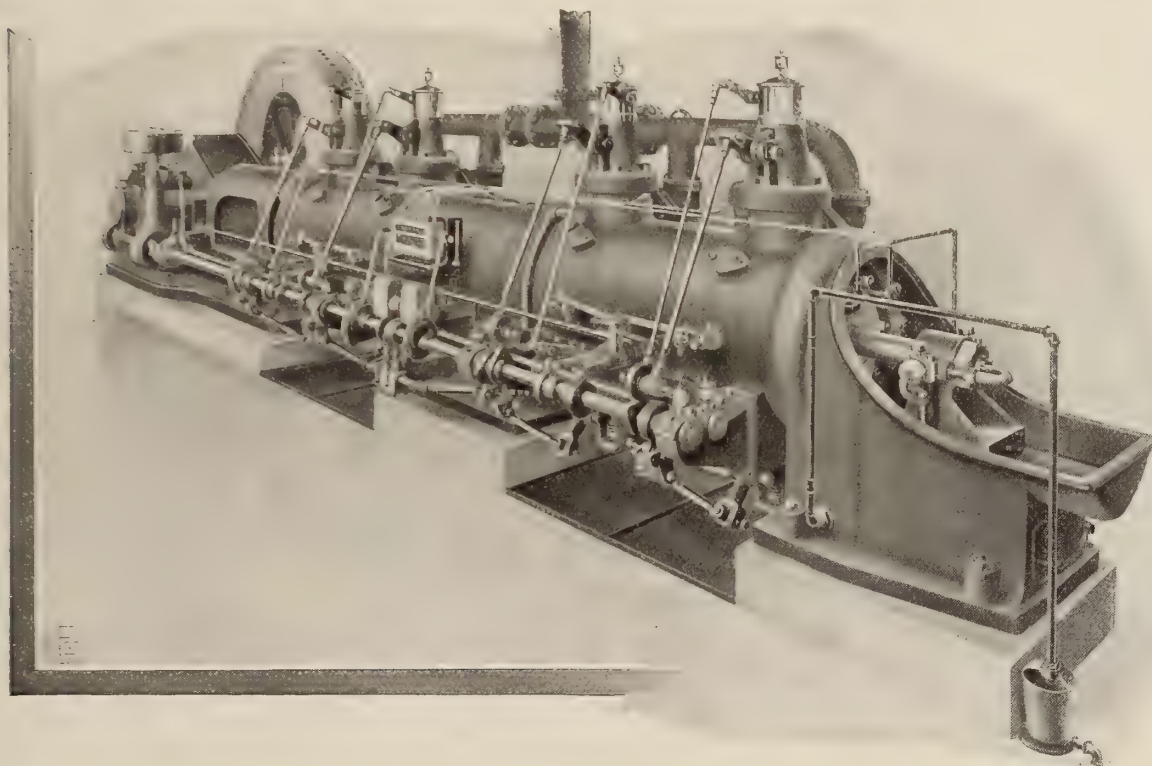
Each year brings its Christmas remembrance from the *Winnipeg Free Press*. Last year it was a miniature barrel of flour made in the far north country, where we had supposed there was little but ice from one year's end to the other. This year has come an attractively prepared can of caviare from Lake Winnipeg, with the information that a profitable trade is done with Europe in this product. Of almost as much interest as the caviare itself is the artistic booklet which comes with it, giving the history of this delicacy, with numerous artistic drawings to illustrate the fisherman's life. In its kindly annual remembrance of editors at home and abroad, the *Free Press* brings into prominence the magnificent and varied resources of the country whose constituents it so ably serves.

PRODUCER GAS EQUIPMENT FOR POWER DEVELOPMENT

The Power Problem is of Perennial Interest to Manufacturers. Not Least Important in the Schemes for its Solution is the Gas Engine with Producer Gas Equipment. One Installation is Described Herewith.

PRODUCER gas plants have taken a definite position in the power field. They have passed the experimental stage, and are now the equipment in some of the most up-to-date establishments in the country. Furthermore, they are being manufactured in Canada. The success with which they are being operated justifies us in calling our readers' attention to one style of equipment, and this article will be followed by others, in which the producer gas plants installed

iliary valve, whose time of opening is controlled by the governor. The valve is placed directly over the main inlet valve. The main inlet valve opens slightly before the piston reaches the end of its stroke and admits free air to the cylinder, producing a scavenging effect. The auxiliary inlet valve is afterwards opened where determined by the governor, and closes at the end of the stroke. Variable quantity, with constant compression, is thereby obtained.



by other Canadian companies will be examined, with a view to showing just wherein their merits lie.

The gas engine which is illustrated herewith was built by the Goldie and McCulloch Co., of Galt. As will be seen from the cut, it is a two-cylinder, tandem, double-acting engine, a type now generally adopted for high-power engines, as it has the advantage of obtaining power from four cylinder ends, without any increase in the size of frame, shaft or pins, and at the same time gives two impulses every revolution, a condition necessary to successfully run direct connected, alternating current electrical generators in parallel without the use of the enormous fly-wheels compulsory with single-acting engines.

One of the most important features of the engine is the method of admitting the gas and governing the quantity. The governing is done by admitting suitable quantities of a constant mixture. This mixture is admitted through an aux-

The main inlet and exhaust valves are of the mushroom type, with removable seats, in water-cooled cages.

The main valves are operated from a cam shaft, fitted with cams engaging with rollers on the ends of the valve-rod levers. These cams and rollers are designed to give accurate timing to the valves, and have large wearing surfaces. The auxiliary valves are operated from a supplementary cam shaft, running parallel to the main cam shaft and connected to it and the governor through a "floating" gear arrangement.

Effective Lubrication.

The pistons and rods are water-cooled and are supported by the main crosshead and also intermediate and tail crossheads, thus keeping the weight of the pistons off the bottom of the cylinders and giving the packing and lubrication every chance to be effective. The lubrication of the pistons is

HIGHER RATES ON BRANCH LINES.

SHIPPERS will read with considerable surprise a decision which has just been handed out by Mr. S. J. McLean, of the Board of Railway Commissioners, and agreed in by the Chief Commissioner, in which the principle is affirmed that freight rates may be fairly higher on branch lines than on main lines. The question arose over a complaint against the rate on tan bark from Sprucedale to Berlin. For purposes of comparison the following details may be shown:

	To Berlin	Miles.	Special Commodity-Rate.
From Burks Falls	201		8 cents per 100 lbs.
From Sundridge	212		8 cents per 100 lbs.
From Sprucedale	202		10 cents per 100 lbs.

Sprucedale is on the Canada Atlantic Ry., now controlled by the G.T.R. and operated as a division by that road. The other two are on the Northern division. However, the Commissioners considered the first a branch line and the second a main line. The decision given holds that the rates specified above are reasonable and that no unfair discrimination is practised.

The reason for his decision is given by Mr. McLean. It is, in brief, that on a branch line, where traffic is light, rates should be proportionately higher than where traffic is heavier, in order that the up-keep may be provided for.

A Minority Opinion.

In his dissenting opinion, Dr. Mills asks if it is not a fact that "the capital invested in branch lines is generally much less per mile than that invested in the main line—less expensive bridges, comparatively inferior road-beds with sharper curves made to save expense, lighter rails, less expensive stations, lighter engines, and less valuable passenger cars?" "Is it not also a fact," he continues, "that the service on branch lines is nearly always less frequent, less regular, and worth less than that on the main line? Branch lines, figured alone, may not make a very good showing, but they may nevertheless pay well as feeders to the main line; and without such feeders the profits on many main lines would be greatly reduced."

"Speaking for myself," he further says, "I can only say, in the language of the Chief Traffic Officer of the Board, that 'I am unable to see any exceptional conditions to justify a higher rate from Sprucedale than from Burks Falls and Sundridge.' Hence I cannot concur in the judgment of Mr. Commissioner McLean, which is based upon a literal reading, and what appears to me to be a narrow and unwarranted interpretation of two phrases in Section 315 of the Railway Act. The judgment was a surprise to me; and if followed in subsequent judgments, it will undoubtedly benefit persons who live near main lines of railway, and result in serious injury to those who have to travel and do most of their shipping on branch lines. . . . My judgment is that a discrimination of 12½ per cent. against Sprucedale—because it has to ship 11 miles out of 202 miles, or a little less than one-seventeenth of the total distance to destination, over a branch line—is unjust; and that the railway company should be required to cease and desist

from charging persons who ship from Sprucedale a higher rate than it charges persons who ship from Burks Falls or Sundridge, the same or a greater distance, to the same destination."

As pointed out by Dr. Mills, the general recognition of the principle set forth in Mr. McLean's decision would have a most disastrous effect on manufacturers, and business men in general, who are situated on branch railway lines.

TORONTO'S HIGH-PRESSURE WATER SYSTEM.

At considerable expense, Toronto has installed a high-pressure water system for fire protection. The illustrations given herewith show the tests being made for the representatives of the Fire Underwriters. The results were entirely satisfactory. Streams of water were thrown to a height which formerly it was entirely impossible to reach. As an improvement in fire protection, the system should be of



Reading the Gauge at Test of High Pressure System, Toronto

immense value. Not only is this so in the district of high buildings, but also in the new higher parts of the city. Heretofore pressure has been got by gravity, a large reservoir being situated in the north of the city at a high altitude. Recently, however, there has been a whole district built up on the same plane as the reservoir. Hence the pressure from it would be of no avail. The new high-pressure pumps will give this part of the city an adequate service.

Shafts, Hangers and Pulleys.

"Quality" in transmission machinery is discussed in a booklet recently issued by the Dodge Manufacturing Co., Toronto and Montreal. It is a good point to dwell on, for cheapness without quality is a delusion and a snare. Shafting, hangers and pulleys are made by the Dodge Manufacturing Co., and are illustrated in the booklet before us. The subject is of interest to all manufacturers, who will be well repaid for sending a request for "Quality in Transmission Machinery."

A SUGGESTION FOR BETTER STEAMSHIP CONNECTIONS

Mr. D. W. Campbell, Manager of Elder-Dempster & Co., Montreal, Outlines the Possibilities for Steamer Connection with Australia and New Zealand from the Atlantic Seaboard. Increased Sailings via South Africa.

A RECENT issue of INDUSTRIAL CANADA contained the statement that Canada was only doing one one-hundredth part of the foreign trade of Australia. Why is this so? The question was asked of Mr. D. W. Campbell, Manager of Elder Dempster & Co., Montreal. The Elder Dempster Company run a line of steamships to Mexico and South Africa, and so Mr. Campbell is particularly well informed on the conditions surrounding export trade. His reply, as was to be expected, contains valuable suggestions, not only on the value of the trade, but on how it might be handled. To quote extensively from it:

"It seems to me," he writes, "that there is no question but that Canada is in a position to do a greatly increased trade in manufactured goods with Australia and New Zealand. Looking at the map, geographically, one would naturally suppose that the port from which a line of steamers would successfully carry on this business would be Vancouver; but, while a considerable business is being done from the Pacific Coast, I understand that almost 90 per cent. of the entire manufacturing business of Canada is being done in the older Provinces, and, owing to the high rail rates across the continent to British Columbia, the development of this trade can never be very great, and it will always be a great handicap to the Eastern manufacturers in competing successfully with other countries that have a short rail haul to the seaboard, or where the manufacturer is situated at, or close to, the port of shipment.

"Some months ago the question of a line of steamers from Montreal, in the summer, and from St. John, N.B., or Halifax,

in the winter, to New Zealand and Australia, was placed before me, and I think that, at the time, the Government would have been willing to have subsidized such an enterprise, but, owing to the uncertainty of what freights could be obtained, the matter was dropped. Like every other enterprise, for a number of years, such a line would have to be helped by subsidy, but I am of the opinion that, owing to the very friendly feeling that exists at present between Canada, Australia and New Zealand, the trade with these countries would quickly grow, especially in articles of manufacture that Canada, owing to her natural resources, can so well and ably compete with; but, as already mentioned, it would be utterly impossible for our manufacturers to pay the heavy rail charge across the continent, and compete successfully. . . . It is a well-known fact that the Blue Funnel line of steamers will carry traffic from England and the Continent around Cape Horn to the

Pacific Coast for a much lower rate than the same articles could be shipped by all rail from Montreal, but of course this is only to be expected, as the all-waterway route can always successfully compete with the overland route. . . . At the same time, it can be readily understood that manufacturers in the Eastern Provinces are handicapped to the extent of a high freight rate. It must not be forgotten that Australia and New Zealand are competitors of Canada in farm produce and, therefore (unless a serious calamity happened to their crops), they would never be large purchasers of our wheat, etc.; so, for a line of steamers to pay, we would have to practically depend on manufactured goods, also on lumber, of which Australia is already importing from Canada a considerable quantity.

"As you are aware, we have, for a number of years, been operating a line of steamers to South Africa. Each year the quantity of manufactured goods has increased, particularly in paper. The average quantity per month for this year will be almost three hundred tons, but, in addition, South Africa is a very large importer of our flour, wheat, etc. We are thereby able to get almost full cargoes, owing to the high standard that Canadian flour has attained in South Africa. The average quantity of flour being shipped per month is about 1,700 tons, so you can readily understand that, unless we get a large quantity of manufactured goods for Australia, it would be almost impossible to anywhere near fill our steamers. What I would suggest is, that our present line increase the number of sailings to South Africa, and then proceed on to Australia and possibly on to New Zealand, but

certainly to the former continent, a subsidy being, of course, paid for this extra service. In this way, direct benefit would accrue to the trade to South Africa, as they would have more frequent departures from Canada, and, in addition, Canada would benefit by the line of steamers to Australia. I believe if the Canadian manufacturers were to take the matter up with the Government regarding a line to Australia, they would look favorably on the matter.

"I might just say, in conclusion, that it is most difficult to gauge the development of trade with such distant countries as Australia, South Africa and Mexico. We operate a line of steamers to both South Africa and Mexico, and it has only been by perseverance and hard work that we have been able to secure the large amount of traffic we now obtain for South Africa and the gradually increased trade, each year, that we are obtaining for Cuba and Mexico."



MR. D. W. CAMPBELL

A NEW TEXTILE.

Recently we have heard a good deal about substitutes for wood pulp and paper, the use of which we are told will lessen the rapid consumption of pulp-wood forests. But the other day there was received at the office some samples of a product the manufacture of which threatens fresh inroads into our pulp forests. The product, known as "Wood Pulp Yarn," is now being extensively used in Europe, so we are in-



formed, in the place of ordinary yarn, for the manufacture of carpets, rugs, clothing, bags, cordage, etc. The actual cost of producing it is about 2-5 of a cent per pound, and the cost of the necessary machinery to produce 5,000 pounds a day is \$5,000. The process is patented, and already the patents have been sold for every country in Europe, excepting France, at an average price of \$15,000. They are offered to Canadian manufacturers interested at \$8,000 and a royalty for fifteen years.

Our correspondent states that it is immaterial what kind of wood pulp the yarn is made from, and it can be used for any purpose that the ordinary yarn is put to. Judging from the samples sent, the yarn can be dyed very readily for use in various materials.

Canada's Fishing Industry—A Day's Catch in British Columbia.



Reading from Left to Right—A. J. McGee, Secy.-Treas.; Fred. Dane, Commissioner; J. L. Englehart, Chairman; D. Murphy, Commissioner

MEN OF THE MONTH

THE PROGRESS OF ONTARIO'S GOVERNMENT RAILWAY.

BY a peculiar irony of fate it would seem that the prominence a man or body of men receives is in inverse proportion to the efficiency of his or its work. Had it been necessary for the Temiskaming and Northern Ontario Railway Commission to apply each year for a grant to cover a deficit, or had some engineering disaster happened, the public would have been better acquainted with its personnel. As it is, the construction and operation of the road has been carried on with such success and smoothness that the Commission is seldom in the limelight.

Whether the Cobalt camp found the railway, or the railway found the camp, the conjuncture of the construction of a railway and the opening up of a mining camp was most happy. The traffic supplied by this Eldorado sealed the success of the road from the first; and in turn, for the first time in the world's history, it was possible to be carried into the heart of a new mining camp in a Pullman coach.

Messrs. Engelhart, Dane and Murphy, with the able Secretary-Treasurer, Mr. A. J. McGee, have given a fine example of what can be done by a Government commission. The railway which they operate will be of first-rate importance, serving, as it will, as the line which will connect lower Ontario with the Grand Trunk Pacific.

Speaking of an extension of the present line to Elk City, Chairman Englehart recently said:

"The second exploration of the proposed extension of the Temiskaming and Northern Ontario Railway from Charlton to Elk City will be made in January. This exploration will be made over the present survey, with a view to improving upon it, but also to report more particularly upon the traffic possibilities.

"We are just in this position," he continued; "on the one hand, we have public opinion influenced by representatives from the mining country, which are very hopeful in-

deed; on the other hand, we have a bonded indebtedness, which, with this new extension, will be \$15,000,000. We are in honor bound to give due regard to our financial obligations, and to strike our rates and build new mileage with due regard to the charges against the road.

"Before the railroad is extended to Elk City we wish to know that the traffic will meet the charges against the investment of some \$600,000, which will be necessary."

"If the report is favorable, we shall at once recommend the Government to authorize the building of the extension. We should know before February 1, and contracts could be closed at once. The rock cutting could be made this winter and the road completed before the end of the summer.

"Our explorers have been out for over a month between Elk City and Gowganda, so you will see that we have been observing the trend of events. We are acting as trustees of the people and trying to see that their money is carefully invested. We have the best freight rolling stock in Canada, our steel frame 80,000-pound box cars and steel frame flat cars being in advance of anything that has yet been delivered to the Grand Trunk Pacific."

Referring to the heavy traffic in Northern Ontario, Mr. Englehart said: "We have plans to relieve that congestion. While some people were disposed to believe that we were dreaming, we have been searching for a motor-car suitable for service between these towns. Many motors have been inspected by our engineers, and I regret to say that a suitable type has not yet been located. We hope this year to get one that will serve our purpose. In the meantime we have been extending our sidings at large expense, as part of the plan for a double-track system from Cobalt to Haileybury. This will enable us to put on a suburban service between New Liskeard, Haileybury and Cobalt, with a motor running every hour."

NEWS AND VIEWS

Some manufacturers in the United States have stated to the Tariff Commission at Washington that they do not any longer need protection. Under the protective tariff they

How Industries Are Strengthened.

have gained such strength that they are now able to manufacture as cheaply as any nation in the world. The statement is instructive. It shows the theory and practice of protection worked out to their logical conclusion. The United States now has the industries, it has the thousands of well-paid men whom these industries employ, it has the money circulating among various business men at home, and through the greatness of the market supplied by the consequent prosperity of the country, it is now able to manufacture as cheaply as countries where wages and standards of living are much lower. The lesson is a good one for us to learn. Through protection, in the United States, has come self-sufficiency and prosperity.

The Transvaal Government has sent Mr. J. W. Honey, C.M.G., Commissioner of Customs, to England to acquire all necessary information, with a view to increasing the preference which that colony is giving to Great

May Increase Preference.

Britain. The subject is of interest to us, because Canada has been admitted to the same preferred position as the Motherland. The original preference has not accomplished all that was expected of it. The percental share of South African trade has been decreasing for Great Britain, while it has been increasing for certain foreign countries. To overcome this condition, it is now proposed to increase the benefits in the case of articles which cannot be produced advantageously in the colony. Canada's trade with South Africa, while not large, is growing, and any change which may be made in the direction indicated will be of the utmost value, providing we continue to receive the same treatment as Great Britain. Mr. Honey's mission will be watched with interest.

It must have been a rude shock to the susceptibilities of the farmers to learn at the recent meeting of the fruit and vegetable growers that the duty on vegetables was thirty per cent.; for surely they could not have

The Farmer's Protection.

been aware before that they were getting more protection than most manufacturers! And yet it would appear that the rate must be raised! The alternatives suggested by Mr. E. D. Smith and Mr. Seeley, the latter by the way being a Liberal member of Parliament, were "hoisting the duty" or reducing express rates. Free trade journals, such as "The Weekly Sun," Toronto, to preserve their consistency, at once seized on the second alternative, and said; "Yea, the express rates are extortionate; they must come down." With like justice the manufacturer might say, "We must have more protection or freight rates must be reduced"; or, "We must have more protection or wages must be reduced." But how if it is impossible to reduce wages or freight rates, as is usually the case? Certainly if either or both were sufficiently low, the need for protection might disappear. But railways must pay dividends, and workmen must be paid a living wage. We do not know what the express rates on vegetables are. But if they are shown to be fair, what will be the position of the free trade farmers?

As was predicted during times of strenuous prosperity, slackness of business abroad has brought in its train much dumping of foreign goods in the Canadian market. In spite

Advantages of Adequate Tariff.

of a thirty-five per cent. tariff and the cost of transportation, machines are being delivered in Toronto at the same price as they are listed at in the city in which they are made. For every specific instance where the occurrence is spotted, there must be a hundred where the foreigner gets away with the deal. The system which admits of this is bad. It is a small advantage, and at that, only a temporary one, for a Canadian to buy his supplies at a cut rate from abroad. He does not consider such accidental or occasional savings in figuring his profits. To the home manufacturer it is, however, disastrous. His business is disorganized, his stock remains in his warehouse, and his skilled employees scatter. It was not thus that the representative of a big farm implement manufacturing company in the United States was enabled to say that his company had so grown and developed that it was now able to compete with the world without the assistance of a tariff.

Are Canadians lacking in courtesy? From time to time we hear complaints to this effect, but they are generally to be referred to some disgruntled person whose only real

How Business Was Lost.

trouble is that he has been unable to do business with us. Some men are inclined to grow querulous under such circumstances. Occasionally, however, a criticism appears which cannot be explained in this way. For instance, the case of a West Australian business man has been called to our attention, whose natural friendliness to Canada cannot be doubted. He came to this country to buy goods and he went away dissatisfied. To quote from his letter to one manufacturer: "I note your remarks upon reciprocity, and believe that my opinion is entirely in accord with your own. As a matter of fact, it was because I held such opinions that I visited your country, although I have to express myself as a great deal dissatisfied with my reception by the manufacturers there. Had I been received by other makers in the same courteous manner as by yourselves, it is possible that I would have left your country with a somewhat different opinion, but, practically speaking, the only business placed there was that which you have handled."

It is not sufficient to say that the Australian's method of doing business is different from ours; that what he considered abruptness and discourtesy was in reality straightforward business dealing. Actions or words

The Need of Consideration.

must be judged by the effect they have on the persons to whom they are addressed; by their fruits they shall be known. In this case, whatever may have been the trouble, the Australian was "disappointed with his reception"; with one exception, he found "a lack of courtesy." This was the impression left on his mind; it was with this feeling that he went back to Australia. Now we are making strenuous efforts to develop a trade with Australia. For some years we have been subsidizing a line of steamboats running between Vancouver and the Island Continent. We have two Trade Commissioners devoting their energies to working up business. Further, there is the natural sentiment which would make one British state buy from another whenever possible. Yet what effect would all these have against a general prejudice or idea that Canadians were not satisfactory to deal with, that

they were discourteous? We don't believe for a minute that any manufacturer treated the Australian with curtness intentionally. Possibly he was treated as Canadian customers are treated and are accustomed to be treated. No details of the complaint are given. But the bitter fact remains that this particular person came to Canada with the intention of buying from Canadian manufacturers, and he went away without doing so, with the one exception. However culpable or blameless in this case our business men were, the incident shows how particular we should be in handling foreign trade.

In a letter to "The Globe," Toronto, Mr. S. M. Wickett discusses the problem of the workingman after hours. What does he do with himself after the closing whistle blows?

The Workman After Hours. Are the means provided for healthy recreation, for reading, for evening industrial classes? In Toronto Mr. Wickett says that they are not. In the winter, for the most part, men have the choice between sitting in an ill-ventilated, smoke-laden room or seeking the sociable and attractive saloon. The alternatives are like Scylla and Charybdis. He deprecates the agitation for the abolition of the saloon until some meeting place equally attractive be provided in its place. At once we are struck with the seeming waste of having fine school buildings erected at the public expense and occupied for only a few hours each day. Here, we should naturally say, are the public meeting places; they are the public property and should be thrown open for the public welfare. And, indeed, the "neighborhood centre" movement has been worked out in some cities of the United States, where the schoolrooms are used at night for what the term implies, centres for instruction, games or social converse. Objections there are on the grounds that the rooms are disorganized, that it is difficult to have them fresh and clean in the morning, and that heating and lighting become necessary. But in Chicago twenty-one of the finest schools in the city are thrown open at night to about thirteen thousand men and women for night classes; a staff of teachers is provided; yet the day schools are not interrupted. The writer suggests that the churches have failed to seize this opportunity for ministering to a great sociological want. Such non-sectarian organizations as the Y.M.C.A. and the Y.W.C.A. have been left to carry on the work. That healthy, alert and intelligent workmen are necessary in an industrial country is axiomatic. No less true is it that the usual resorts are not the proper training grounds for such qualities. Mr. Wickett has done a good work in opening up the subject for general discussion.

Apropos of the request of the Canadian woollen manufacturers for a higher tariff, an article contributed to the *American Economist* on October 31st by Mr. George C. Hetzel, of Chester, Pa., illustrates in striking form what can be done for a decadent industry by increasing its protection, and further points the moral to those theorists who would commit Canada to a policy of tariff

A Study in Wages. for revenue only. Dealing with the tariff issue as between the two political parties in the United States, Mr. Hetzel says: "The Republican platform pledges the party to a revision of the tariff along the lines of the present law, lowering duties on such schedules as may now be unnecessarily high, and raising duties on such schedules as may now be too low, but maintaining the 'protective' principle throughout. The Democratic platform pledges the party to a revision

along the lines of the Wilson tariff, which was in force during the Cleveland administration; that is to say, by reducing the tariff to a revenue basis, but ignoring entirely the protective principle, which the Democratic party is opposed to. It is more than fourteen years since the Wilson bill became a law, and more than eleven years since it was repealed; therefore, all voters now between 21 and 32 years of age were then too young to have any vivid personal experience of its baneful consequences. For such, and those older persons who perchance may have forgotten, the following statement of wages paid is taken from the books of George C. Hetzel Company, covering the period from January 1, 1894, to July 1, 1908. The same plant and the same quantity and kind of machinery were in use during the entire period of about fifteen years."

Democratic Wilson Tariff.

1894	\$78,434 84
1895	94,851 05
1896	66,988 80
1897	63,226 50

Republican Dingley Tariff.

1898	\$136,107 09
1899	135,954 45
1900	126,761 45
1901	121,340 21
1902	145,696 07
1903	124,566 28
1904	150,975 83
1905	175,903 08
1906	187,170 05
1907	177,696 23

Continuing, Mr. Hetzel writes: "The history of this textile manufacturing concern is a fair example of what happened in nearly all industries. Wages were reduced 20 per cent.

Some Hard Facts.

during the Wilson period, but that reduction was not sufficient to meet the competition of foreign goods, with which our markets became flooded, so that during that entire period the factory was seldom run on full time nor with all its machinery in operation. Almost immediately following the passage of the Dingley tariff law (July 24, 1897), now in force, wages were restored to the old basis, and since then have been materially advanced, so that at present the average rate of wages is from 35 to 45 per cent. higher than under the Wilson bill. Moreover, during the eleven years the Republican tariff act has been in force, this factory has constantly run all its machinery on full time, and during the past three years or more has, off and on, run its looms night and day. The average amount of wages paid out annually in the four years of Democratic tariff is \$75,875.29. The average amount of wages paid out annually during the ten and one-half years of Republican tariff is \$149,569.95, an increase of over 97 per cent. These are cold facts, that are more eloquent than any sonorous campaign oratory. They show how it has worked in actual practice."

General Swayne, Governor of British Honduras, who is in Canada at present, is negotiating with the Canadian Government for a subsidy for the Elder-Dempster line for a service between Canada and British Honduras. A Canadian port has not been discussed, but the present Mexican line of the Elder-Dempster Co. runs from Halifax. The principal export would likely be flour, at present imported from the United States. General Swayne favors a preference to Canadian articles.

ASK FOR SUGGESTIONS.

Mr. F. C. T. O'Hara, Deputy-Minister of Trade and Commerce, Ottawa, has sent out the following letter, which explains itself. Replies should be marked "Trade Suggestions" on the envelope:

"I have the honor to inform you that, with a view to the further extension of Canadian trade abroad, the Department of Trade and Commerce desires to seek the co-operation and assistance of Canadian exporters and manufacturers. The undersigned, therefore, invites those interested to give the Department the benefit of their views, with the hope that suggestions may be offered which will not only add to the usefulness of the Department, but will tend to promote Canadian trade.

"The Department therefore requests that suggestions may be received to the following questions, after having been given due consideration:

"(a) What would you advise should be done to increase the export trade of Canada?

"(b) What improvement or change do you think desirable in the compilation of the trade statistics published by this Department?

"(c) Can you suggest any improvement in the collection and publication of commercial information received from the Trade Commissioners?

"As far as possible the suggestions should be accompanied by statements showing the reasons therefor. Should there be any general information which it may be thought desirable to communicate to the Department, and which is not covered by the above questions, the information will be welcome."

PRICES OF METALS.

Following are the prices current in the United States for the last week of December, from the "New York Journal of Commerce." Quotations are for round lots from first hands, jobbing lots at the usual advance.

Iron, East, No. 2 X foundry, at furnace.....	\$16 00 to 16 50
Iron, North, forge at furnace.....	14 75 to 15 25
Iron, South, No. 2 foundry, Birmingham.....	13 00
Iron, basic, East, furnace.....	16 00 to 16 25
Iron, basic, Alabama.....	13 00
Iron, basic, Virginia, furnace.....	13 50 to 14 00
Iron Bessemer, furnace, valley.....	16 00
Iron, basic, valley.....	15 25 to 15 50
Iron, foundry, valley.....	15 50 to 16 00
Iron, foundry, Virginia, furnace.....	14 50
Steel billets, f.o.b. mill, Pittsburg, Bessemer..	*25 00
Copper, Lake, spot and nearby, cash.....	14¼ to 14½
do futures, cash, N. Y.....	14¾ to 14½c
Copper, elec., spot and nearby, cash.....	14½ to 14¼c
do futures, cash.....	14¼ to 14¾c
Copper, casting, nearby.....	14 to 14¾c
Copper, casting, futures.....	14¼ to 14¼c
Tin pig, spot, N. Y.....	29.15c
Lead, pig, spot, N. Y.....	4.15c
Lead, pig, spot, St. Louis.....	4c
Silver, official price, N. Y.....	49¾c
Antimony, ord. brands, N. Y.....	7½ to 7¾c
Spelter, refined, spot, N. Y.....	5.10c
Spelter, refined, spot, St. Louis.....	4.95c
Nickel, New York.....	40 to 47c
Aluminum, ingots, works.....	24c
Quicksilver, New York.....	\$46 00

* Half freight rates delivered.

COASTING TRADE OF CANADA.

By an Order-in-Council passed some months ago it was provided that on and after Jan. 1, 1909, foreign vessels would be forbidden from carrying on a coasting trade between Canadian ports on the Atlantic coast. Since then it has been urged that there were not enough British vessels to give a satisfactory service. As a consequence of these representations the Order-in-Council referred to above has been cancelled, and the following regulations have been substituted therefor:

"All Orders-in-Council admitting ships or vessels of any foreign country to the coasting trade of Canada shall be and the same are hereby revoked on, from and after the 1st January, 1909, and thereafter such ships and vessels shall be subject to the provisions of sections 952 to 957 of the Canada Shipping Act, both inclusive;

"Provided that steamships of not less than fifteen hundred tons gross tonnage each, of the following countries, namely, Italy, Germany, The Netherlands, Sweden, Norway, Austro-Hungary, Denmark, Belgium, The Argentine Republic and Japan shall be admitted to the coasting trade of Canada in the carrying of goods and passengers coastwise between any port in the Province of Nova Scotia and any port in the Province of Quebec, and *vice versa*, on the same terms and conditions as are applicable to Canadian vessels, until the 31st day of December, 1911.

An Article on Cotton.

The current issue of Cotton, the leading paper on the continent dealing with this industry, contains an article by one of our members, Mr. Alfred Burton, of the Merchants' Dyeing and Finishing Co., Toronto, on "The Demands of Color Fastness on Cotton." It is very flattering, not only to Mr. Burton personally but to Canadian manufacturers in general, that such an article should find a place in its pages. It illustrates the growth of our technical and industrial knowledge that even in such a highly technical subject as the one treated of, Canadians are able to instruct the older countries. Mr. Burton's article is clear and exhaustive.

A Convention of Workmen.

The next annual convention of the American Federation of Labor will be held in Toronto in 1909. This is the organization over which Mr. Samuel Gompers presides. It is understood that the convention will include seven hundred delegates, representing 2,250,000 workmen, scattered over the continent.

A Valve Catalogue.

We have received a catalogue from Jenkins Bros., Montreal, descriptive of the full range of valves manufactured by this company. The catalogue, while complete, is of a concise size and is suitable for ready reference. All valves are effectively illustrated. A copy will be sent to any address on application.

Lifting magnets are being used quite extensively in some of the large machine-tool plants of the middle West. These magnets are not only employed for handling iron and steel castings, but also for cleaning up the small particles of metal from the floor or even from the yard around the plant. They are suspended from locomotive cranes and moved about the yard close to the ground. The amount of steel and iron they collect is astonishing. Often pieces that have mysteriously disappeared are resurrected by the magnet, sometimes showing that they were purposely buried to hide mistakes of the employees.

CHANGES IN FREIGHT RATES DURING DECEMBER

List of Freight Schedules filed with the Board of Railway Commissioners during month of December, 1908.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number, C.L. stands for carload lots: L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.	C.R.C.	R.R. No.	Effective.	Description.
Grand Trunk Railway.				Grand Trunk Railway.			
E. 1450 W. 154 E. 1451	C.R. 45 G.F.D. 1406 C.R. 46	Jan. 1, '09 Nov. 30, '08	Return of damaged or refused freight. Elevation, storage charges, etc., on grain, ex Lakes.	Sup. 21 E. 754	Sup. 21 C.D. 8	Dec. 25 '08	Cement, c.l., Belleville to Notre Dame du Lac, 24c. per 100 lbs.
Sup. 11 E. 999	Sup. 11 E. 5	Dec. 1, '08	Various commodities, for export via St. John, Halifax, Portland and Boston.	Sup. 2 E. 228	Sup. 2 G.B.Y. 6	Dec. 22, '08	Fencing wire, c.l., Hamilton to London, 12c. per 100 lbs.
Sup. 51 E. 1208	Sup. 51 C.D. 53	Dec. 1, '08	Sand, c.l., Niagara Falls to Thorold, 2c. per 100 lbs.	Sup. 19 E. 573	Sup. 19 C.F. 121	Jan. 18, '09	Lumber and forest products, Sarnia and Point Edward to Marietta, Ohio, 15½c. per 100 lbs.
Sup. 17 E. 1210 E. 1452 Cancels E. 879	Sup. 17 C.D. 83 S. 68 Cancels 88-10-11 15-33-45 & 56	Dec. 1, '08 Dec. 1, '08	Lumber, c.l., local points to Montreal. Rates for local switching, c.l., traffic.	Sup. 7 E. 1171	Sup. 7 C.F. 79	Jan. 18, '09	Lumber and forest products, c.l., stations in Canada to the United States.
Sup. 16 E. 577	Sup. 16 C.F. 2	Dec. 5, '08	Tanbark, c.l., between various points in Ontario.	Sup. 18 E. 1210	Sup. 18 C.F. 83	Dec. 21, '08	Logs, c.l., Madawaska to Ottawa. (Train lots only.)
Sup. 18 E. 573	Sup. 18 C.F. 2	Jan. 2, '08	Lumber and forest products, c.l., Sarnia and Point Edward to various points.	Sup. 19 E. 1210	Sup. 19 C.F. 83	Dec. 21, '08	Lumber, c.l., Simcoe to St. Agatha, 15c. per 100 lbs.
Sup. 17 E. 1269	Sup. 17 C.P. 25	Dec. 7, '08	Woodpulp, c.l., Thorold to Campbellford, Ont., 8c. per 100 lbs.	Canadian Pacific Railway.			
Sup. 52 E. 1208	Sup. 52 C.D. 23	Dec. 14, '08	Brick, c.l., Hamilton to Montreal and Ottawa, 10c. per 100 lbs.	Sup. 27 E. 520	Sup. 27 L.C.C. E. 350	Dec. 30, '08	Fresh dressed meats, Toronto and West Toronto, to Boston, export, 31½c. per 100 lbs.
Sup. 1 E. 1270	Sup. 1 C.S. 40	Dec. 17, '08	Chain, iron or steel, c.l., St. Catharines and Sarnia to Vancouver, Victoria and New Westminster, B.C., 75c. per 100 lbs.	Sup. 1 W. 629	Sup. 1 W. 971	Dec. 12, '08	Cancels rate in canned meats, Winnipeg to Montreal. Elevator charges at W. St. John, N.B.
Sup. 18 E. 1269	Sup. 18 C.P. 25	Dec. 14, '08	Sulphite pulp, c.l., Ottawa to Thorold, 13c. per 100 lbs.	Sup. 2 E. 1191	Sup. 2 E. 772	Dec. 31, '08	Import commodities, English and continental points to Northwest.
Sup. 53 E. 1203	Sup. 53 C.D. 23	Dec. 16, '08	Cement, c.l., Belleville to St. Alexander, P.Q., 17½c. per 100 lbs.	W. 1058 Cancels W. 881	W. 1572 Cancels W. 1318	Dec. 5, '08	Cured meats and lard, c.l., Winnipeg to Montreal, Toronto, etc.
Sup. 1 294	Sup. 1 139	Dec. 26, '08	Woodpulp, c.l., Hawkesbury, Ont., to Dundas, Ont., 13c. per 100 lbs.	E. 1301 Cancels E. 1230 E. 1309	E. 883 Cancels E. 811 E. 891	Dec. 30, '08	Woodpulp, C.O., Sault Ste. Marie to points in U.S.
Sup. 3 1205	Sup. 3 C.J. 9	Dec. 18, '08	Wire and nail refuse, Dominion to Oshawa, 10c. per 100 lbs.	E. 1311	E. 893	Dec. 10, '08	Classes between points in C.P.R. and Valleyfield, P.Q.
Sup. 13 W. 86 E. 1464 Cancels E. 1410	Sup. 14 G.F.D. 1172 C.P. 33 Cancels C.P. 31	Jan. 20, '09 Jan. 22, '09	Logs and bolts from U.S. points to Canada. Woodpulp, Danville, Bromptonville and Sherbrooke to points in U.S.	E. 1311	E. 893	Dec. 17, '08	Chain, iron and steel, Sarnia, St. Catharines, to Vancouver, Victoria and New Westminster, 75c. per 100 lbs.
Sup. 6 E. 1105 Sup. 2 E. 1404	Sup. 6 C.P. 22 Sup. 2 C.A. 62	Jan. 23, '09 Jan. 1, '09	Paper, c.l., to points in U.S. Returned carboys and drums to Lennoxville raised from 5th to 4th class.	Sup. 27 E. 1141 E. 1276 Cancels E. 758-963-1052	Sup. 27 E. 723 E. 858 Cancels E. 377-552-640	Dec. 14, '08 Dec. 24, '08	Building material between various points. Cement, c.l., from various stations to local points and connecting lines.
Sup. 2 E. 1215	Sup. 2 C.F. 85	Dec. 28, '08	Pulpwood, c.l., from stations on C.O. and I.B. & O. Rys., to Merritt, Thorold and Niagara Falls.	Sup. 1 E. 1272	Sup. 1 E. 854	Jan. 9, '09	Cancels rate on steel rails, Toronto to Vancouver, B.C.
				Sup. 32 E. 170 Sup. 3 E. 722	Sup. 36 E. 34 Sup. 3 E. 357	Dec. 22, '08 Dec. 21, '08	Rates on ore between various points. Glycerine, c.l., European ports to Vancouver, B.C., 65c. per 100 lbs.

C.R.C.	R.R. No.	Effective.	Description.
Canadian Pacific Railway.			
Sup. 11 E. 1132	Sup. 11 E. 714	Dec. 19, '08	Commodities from various points to Montreal and Quebec for export.
Sup. 40 E. 517	Sup. 40 E. 246	Dec. 19, '08	Commodities from various points to St. John and West St. John for export.
Sup. 8 E. 989	Sup. 8 E. 578	Jan. 1, '09	Machinery and machines, Eastern Canadian points to Nelson, Rossland, etc.
Sup. 12 E. 797	Sup. 12 E. 481	Jan. 19, '09	Class rates from G.P. & H. Ry. points to Boston and Boston points.
Sup. 48 E. 450	Sup. 48 E. 205	Dec. 23, '08	Rates on paper between various points.
Sup. 8 E. 1234	Sup. 8 E. 815	Dec. 24, '08	Switching and inter-switching.
E. 1321	E. 903	Jan. 1, '09	Acid, c.l., Lennoxville (ex Capleton) to various points.
1323 Cancels E. 1206	E. 905 Cancels E. 787	Jan. 25, '09	Binder twine, c.l., Montreal, Peterboro' and Toronto to U.S. points.
E. 1317 Cancels E. 786	E. 899 Cancels 395	Jan. 4, '09	Cement, lime and wall plaster, c.l., C.P. and G.T. stations to the Northwest.
Sup. 3 E. 1289	Sup. 3 E. 871	Dec. 23, '08	Building and roofing paper, c.l., Montreal to St. John, N.B., 22c. per 100 lbs.
Canadian Pacific Despatch.			
G.M. 53 Cancels G.M. 39 G.M. 52 Cancels G.M. 41		Jan. 11, '09	Import class and commodity, Boston to Canadian points.
		Jan. 9, '09	Class rates, Baltimore, Philadelphia, Washington, etc., to Canadian points.
Central Freight Association.			
Sup. 48 C.R.C. 1		Dec. 31, '08	Classes and commodities, points in Ontario to Duluth, St. Paul, etc.
53 Cancels 24		Jan. 10, '09	Classes and commodities, Canadian points to Oklahoma and Kansas.
Sup. 9 29	Sup. 9 1 F.F.	Dec. 30, '08	Classes and commodities, Canadian points to Texas.
Sup. 50 1		Jan. 21, '09	Classes and commodities between Canadian points and Duluth, St. Paul, etc.
Sup. 419 1		Jan. 24, '09	Class and commodity, points in Canada to St. Paul, Duluth, etc.
Canadian Northern Quebec.			
Sup. 63 179	Sup. 63 29	Nov. 27, '08	Structural steel, c.l., Longue Pointe, Quebec, to Regina, Alta., 98c. per 100 lbs.
Canadian Northern.			
294 Cancels 199 294	485 Cancels 321 139	Dec. 7, '08	Classes, Winnipeg to local points.
		Dec. 26, '08	Paper and woodpulp, c.l., local and to stations on connecting lines.
National Despatch Line.			
87 Cancels 74 & 77	16 Cancels 15 & E. 3	Jan. 1, '09	Import classes and commodities, Boston to points in Canada.
Pittsburg, Cincinnati, Chicago & St. Louis Ry.			
Sup. 10 P. 7		Jan. 11, '09	Class and commodity to points in Canada.

C.R.C.	R.R. No.	Effective.	Description.
Toronto, Hamilton & Buffalo R.R.			
509 Cancels 498 514 Cancels 509 516	G.F.D. 172 Cancels G.F.D. 166 175 Cancels 172 G.F.D. 176	Dec. 1, '08 Dec. 8, '08 Dec. 25, '08	Iron and steel commodities, Welland to various points. Iron and steel, c.l., from Welland to various points. Building material, local and to connecting lines.
Pittsburg & Lake Erie Railway.			
92	A. 249	Jan. 2, '09	Bituminous coal, c.l., to Canadian points.
Bay of Quinte Railway.			
271	118	Dec. 9, '08	Commodities between local points and to connecting lines.
Sup. 1 271	Sup. 1 118	Dec. 10, '08	Cement, c.l., Marlbank to Montreal, 8c. per 100 lbs.
Pennsylvania R.R.			
S.S. 22		Dec. 15, '08	Brick, c.l., from Pennsylvania and New York points to points in Ontario.
68 Cancels 1 & 58 Sup. 74 to 1 G.O. 72		Dec. 26, '08 Jan. 1, '09 Jan. 5, '09	Sand and gravel, c.l., P.R.R. stations to Montreal and Toronto. Class and commodity to points in Canada. Iron and steel from Elmira, N.Y., to Montreal, P.Q., \$3.50 per gross ton.
Sup. 30 G. 1 Sup. 1 J. 79		Jan. 1, '09 Jan. 20, '09	Class rates to points on G. T. Ry. Class and commodity, Pennsylvania stations to points in Canada.
Michigan Central Railway.			
1335	G.F.D. 7742	Dec. 7, '08	Brick and drain tile, Attercliffe, Petrolia, etc., to various points.
1337	G.F.D. 7745	Nov. 28, '08	Corn, c.l., M.C. points to Walkerville.
Sup. 4 902 Sup. 13 687	Sup. 4 G.F.D. 6721 Sup. 13 G.F.D. 6193	Jan. 15, '09 Jan. 15, '09	Adds rates from C.W. and L.E. points. Adds rates from C.W. and L.E. points, and gives rates on various commodities.
Sup. 20 863	Sup. 20 G.F.D. 6646	Jan. 1, '09	Empty drums and carboys returned to London, Ont., raised from 5th to 4th class.
Sup. 1 1335	Sup. 1 G.F.D. 7742	Jan. 1, '09	Drain tile, c.l., Petrolia to Embro, 6c. per 100 lbs.
1351 Cancels 1334 1352 Cancels 1260	G.F.D. 7766 Cancels 7740 G.F.D. 7767 Cancels 7579	Dec. 31, '08 Jan. 25, '09	Iron & steel articles between various points. Milling and malting privileges.
Pere Marquette R.R.			
Sup. 28 526	Sup. 28 1420	Dec. 23, '08	Brick, c.l., Dresden to Wallaceburg, 2c. per 100 lbs.
Sup. 1 497	Sup. 1 1268	Dec. 7, '08	Cancellation rates on sugar, c.l., to C.P. stations.
New York, Ontario and Western R.R.			
290 Cancels 282		Dec. 25, '08	Stone, N.Y. & O. stations to Montreal, \$3 per ton.
Southern Railway.			
16	2	Dec. 29, '08	Cotton fabrics, Carolina mills to points in Canada.
21		Jan. 17, '09	Veneering, c.l., from Emporia, Va., to points in Canada.

C.R.C.	R.R. No.	Effective.	Description.
Baltimore & Ohio Railway.			
Sup. 9 458		Dec. 31, '08	Iron and steel, B. & O. points to Canadian points.
Sup. 83 251		Jan. 16, '09	Brick and flue lining, Pittsburg and Cleveland districts to Montreal, Ottawa and Quebec.
Niagara, St. Catharines & Toronto Railway.			
Sup. 1 206	Sup. 1 197	Jan. 12, '09	Cancelling rate on pulpwood, St. Catharines to Suspension Bridge, New York.
Sup. 1 11	Sup. 1 535	Dec. 24, '08	Cancelling rate on pulpwood, Thorold, ex canal, to Suspension Bridge, New York.
Boston & Albany R.R.			
Sup. 7 87	Sup. 7 3385	Jan. 9, '09	Import commodities, Boston to Canadian points.
Zanesville & Western Railway.			
32 Cancels 30	C. 28 Cancels C. 21	Jan. 12, '09	Class rates to points in Canada.
Intercolonial Ry.			
476 Cancels 343	I. 26 Cancels I. 8	Jan. 1, '09	Import class and commodity, Halifax and Dartmouth to points on C.P.R.
477 Cancels 343	I. 27 Cancels I. 7	Jan. 1, '09	Import class and commodity, Halifax and Dartmouth, to points on G.T. Ry.
Sup. 2 453	Sup. 2 W. 2	Jan. 21, '09	Class rates, I.C.R. stations to Detroit, Mich.
Ottawa & New York Railway.			
496	882	Jan. 3, '09	News printing paper, c.l., Ottawa to Altona, Pa., 19½c. per 100 lbs.
Buffalo, Rochester & Pittsburg Ry.			
272	2741	Jan. 5, '09	Felspar, c.l., Genesee dock, N.Y., to Montreal, \$2.40 per ton; to St. Johns, P.Q., \$2.80 per ton.
273	2742	Jan. 5, '09	Wooden dishes, c.l., Johannesburg, Pa., to Halifax, N.S., 34c. per 100 lbs.
271 Cancels 217	A. 573 Cancels A. 514	Jan. 4, '09	Plaster, c.l., Garbutt and Wheatland, N.Y., to points in Canada.
276 Cancels 265		Jan. 15, '09	Paving brick, c.l., Cowan, Pa., to Quebec, \$4.85 per net ton.
Transcontinental.			
Sup. 10 209	Sup. 10 5 D.	Jan. 18, '09	Various commodities, Eastern Canada to North Pacific Coast terminals.
Lake Shore & Michigan Southern.			
169 Cancels 83 & 106		Jan. 15, '09	Commodities to points in Canada.
Chicago, St. Paul, Minneapolis & Quebec R.R.			
36 Cancels 34	480 B. Cancels 480 A.	Jan. 5, '09	Pig iron, c.l., Duluth, Superior Mines and Ashland, Wis., to Oshawa, \$4.35 per gross ton.
Louisville & Nashville R.R.			
93 Cancels 2	E.C. 3063 Cancels E.C. 2301	Jan. 1, '09	Cotton from Memphis, Tenn., to Canadian points.
Sup. 8 75		Jan. 6, '08	Class and commodity, Louisville, Ky., to Canadian points, Que.

C.R.C.	R.R. No.	Effective.	Description.
New York, Philadelphia & Norfolk Railway.			
35		Dec. 25, '08	Lumber, c.l., Norfolk and Portsmouth, Va., to Hamilton, Ont., 21½c. per 100 lbs.
37 Cancels 35		Jan. 30, '09	Norfolk and Portsmouth, Va., to Hamilton, Ont., 21½c. per 100 lbs.
New York, New Haven and Hartford R.R.			
269 Cancels 263		Jan. 6, '09	Copper and brass wire and rods, German silver, sheet and wire, Ansonia and other points to Montreal, P.Q., 18c. per 100 lbs.
Boston & Maine R.R.			
954		Jan. 4, '09	Moulding sand, c.l., points in New York State to Weston and Wingham, Ont.
Tennessee Central R.R.			
3 Cancels 1		Jan. 5, '09	Lumber from Tennessee points to Canada.
Mobile & Ohio R.R.			
5 Cancels 2 4	1600 1599	Dec. 23, '08 Dec. 14, '08	Cotton from Southern points to Canada. Lumber and spokes, M. & O. stations to points in Canada.
Illinois Central R.R.			
A. 80 Cancels A. 75 Sup. 7 75 Sup. 3 89 Sup. 3 88	Sup. 7 304 A. Sup. 3 314 A. Sup. 3 348 A.	Jan. 4, '09 Jan. 12, '09 Jan. 12, '09 Jan. 12, '09	Cotton, E. St. Louis, St. Louis, etc., ex South to Canadian points. Cotton, Ill. Cen. points to points in Canada. Cotton, Ill. Cen. points to points in Canada. Cotton, Ill. Cen. points to points in Canada.
Wabash R.R.			
308 Cancels 187 309 Cancels 301	C. 5009 Cancels B. 5009 E. 5698 Cancels C.G.D. 5698	Jan. 14, '09 Jan. 16, '09	Iron and steel articles, Pittsburg territory to points in Canada. Class and commodities, Wabash and N. St. C. and T. stations to New York, Boston, etc., for export.
Norfolk & Western Railway.			
Sup. 12 30		Jan. 16, '09	Commodities N. & W. stations to Canada.
Delaware & Hudson Railway.			
755 Cancels 696	4477 Cancels 4051	Jan. 13, '09	Cement, c.l., Glens Falls to points in New Brunswick.
Lake Erie & Western.			
45	2748	Jan. 2, '09	Bases for rates to Canadian points.
New York Central & Hudson River R.R.			
1305	A. 12274	Jan. 11, '09	Resin and turpentine, c.l., New York and Brooklyn to Jonquiere, P.Q.
Quebec Central R.R.			
218 Cancels 19 special tariffs	Q.C. 356	Jan. 26, '09	Pulpwood, c.l., from Q.C. Ry. stations to points in Canada and the United States.
Great Northern.			
563 Cancels 547	G.F.O. 20098	Jan. 20, '09	Class and commodity between St. Paul, Duluth, etc., and points in B. C. and Alberta.
Delaware, Lackawanna & Western Railway.			
Sup. 5 99	Sup. 5 C. 4016	Jan. 7, '09	Commodities, D. L. & W. stations to points in Canada.

TRADE ENQUIRIES

NOTE.—For further information regarding any inquiry mentioned under this heading or the names of inquiries, apply by numbers to the Secretary, at Toronto.

- 282 **Australian Representative.**—A prominent exporting agent formerly in New York has located in Australia, and is open to represent Canadian firms desiring to extend their trade there. References.
- 283 **Agricultural Implements.**—A Manchester firm wishes to correspond with Canadian manufacturers of agricultural implements.
- 284 **Agricultural Implements.**—A Cape Town commission merchant and general agent, with branches at Port Elizabeth, East London, Durban, Johannesburg, Lorenzo Marques and German South-West Africa, desires to be placed in touch with Canadian manufacturers of agricultural implements.
- 285 **Builders' Hardware, etc., Engineering Specialties.**—One of the oldest firms of manufacturers' agents in London, England, is open to represent Canadian manufacturers of the foregoing goods, and would be pleased to correspond with any firm interested.
- 286 **British Representative.**—Canadian travelling representative is about to leave on an extended business trip to Great Britain, and would be pleased to get in touch with a few Canadian firms whose goods he might introduce into the British market while away. First-class experience. Will be leaving about the middle of January.
- 287 **Bicycles.**—A Bermuda trader in bicycles and bicycle sundries wishes to hear from Canadian manufacturers of these articles.
- 288 **Brown Paper, Seed Bags and Wrapping Paper.**—Inquiry is made for the names of Canadian firms manufacturing brown paper seed bags and wrapping paper by a Bermuda dealer in these articles.
- 289 **Biscuits and Brown Bread.**—A Castrias (St. Lucia) dealer in provisions and foodstuffs wishes to make importations of biscuits and brown bread in barrels from Canada, and invites correspondence with Canadian dealers in these articles.
- 290 **Bacon, Hams and Lard.**—A South African commission merchant and general agent, with branches at Port Elizabeth, East London, Durban, Johannesburg, Lorenzo Marques and German South-West Africa, desires to be placed in communication with Canadian manufacturers of bacon, hams and lard.
- 291 **Broom Handles.**—A firm of general smallware merchants and importers desires quotations from Canadian shippers into Manchester of broom handles.
- 292 **Buggy Requisites and Buggy Leather.**—A Barbados leather dealer inquires for samples of leather suitable for buggy tops, and wishes to have price lists of studs, nails and other requisites for buggies from Canadian manufacturers.
- 293 **Chairs and Household Furniture.**—A Barbados furniture dealer wishes to hear from Canadian manufacturers of household furniture and cheap lines of chairs.
- 294 **Canadian Wines.**—A Barbados firm of wholesale commission merchants wishes to correspond with Canadian wine dealers.
- 295 **Candy Pails.**—A manufacturing firm in the North of England desires to get into touch with Canadian firms able to supply special fancy and exclusively-designed packages (wood, enamel or other), for holding from four to seven pounds of sweetmeats.
- 296 **Curtain Poles.**—A Manchester firm requests description and prices of curtain poles from Canadian manufacturers.
- 297 **Corsets, Boots and Shoes.**—A Bermuda firm of dry goods dealer's wishes to hear from Canadian manufacturers of these articles.
- 298 **Condensed Milk and Canned Goods.**—A Cape Town commission merchant and general agent, with branches at Port Elizabeth, East London, Durban, Johannesburg, Lorenzo Marques and German South-West Africa, desires to be placed in touch with Canadian manufacturers and exporters of these articles.
- 299 **Dried Fruits.**—An old-established firm of merchants and brokers, having facilities for the disposal of all kinds of dried and evaporated fruit, would like to hear from Canadian shippers to the English market.
- 300 **Forgings, 1 to 10 lbs.**—A Canadian branch of a prominent American factory is open to purchase forgings from 1 to 10 lbs., and desires prices. Members of the C.M.A.
- 301 **Flour and Lumber.**—A Cape Town commission merchant and general agent, with branches at Port Elizabeth, East London, Durban, Johannesburg, Lorenzo Marques and German South-West Africa, desires to be placed in touch with Canadian exporters of lumber.
- 302 **Flour.**—An Egyptian firm of merchants report a good opening for Canadian flour, and would be glad to receive samples and quotations from Canadian milling enterprises which are in a position to ship regular supplies.
- 303 **Flour.**—A Cape Town firm of importers, produce and general commission agents, with branches at Durban and Port Elizabeth (references, the National Bank of South Africa, Limited, Cape Town, and the Standard Bank of South Africa, Limited, Durban), desires to be placed in communication with Canadian exporters of flour.
- 304 **Hair—horse, cow and hog.**—A first-class firm in Glasgow, Scotland, are anxious to purchase various kinds of hair in a raw state in Canada, and would be glad to receive samples and quotations from Canadian exporters.
- 305 **Hardware Specialties.**—A well-established firm of wholesale manufacturing ironmongers, importers and merchants will be interested in hearing from Canadian manufacturers of novel and original hardware specialties, especially wire goods suitable for English use.
- 306 **Hides and Skins.**—An influential firm of brokers and importers in the North of England wishes to hear from shippers of hides and skins.
- 307 **Leather.**—A Manchester firm asks for prices of upper and sole leather from Canadian manufacturers.
- 308 **Manufacturers' Agent.**—A former London, England, manufacturers' representative has recently opened an office in New Glasgow, N.S., and is prepared to act as forwarding agent and selling representative for Canadian firms doing an export trade in Great Britain. First-class references and excellent connections.
- 309 **Manufacturers' Agents.**—A well-known Hamburg, Germany, firm of manufacturers' agents think that they can do considerable business for Canadian firms making such lines as were shown at the Franco-British Exhibition, and would like to get in touch with a few first-class exporters who are prepared to appoint them as agents. They are an excellent connection and are reliable in every way.
- 310 **Maple Flooring.**—A request has been made by an old-fashioned firm of timber importers for the names of Canadian shippers into Manchester or Liverpool of maple flooring.
- 311 **Manure Forks.**—A Manchester firm asks for prices of solid cast steel manure forks from Canadian manufacturers.
- 312 **Mouldings.**—A Liverpool firm wishes to get prices and description of plain and fancy mouldings from Canadian manufacturers.

- 313 **Maple Block Flooring.**—A Carlisle firm asks for description and prices of maple block flooring from Canadian manufacturers.
- 314 **Machinery.**—A Cape Town commission merchant and general agent, with branches at Port Elizabeth, East London, Durban, Johannesburg, Lorenzo Marques and German South-West Africa, desires to be placed in communication with Canadian manufacturers and exporters of electrical and mining machinery.
- 315 **Ox and Cow Horns.**—An influential firm, largely interested in the sale of animal horns from the United States, desires to similarly secure supplies from Canadian shippers into Manchester or Liverpool.
- 316 **Oatmeal and Quaker Oats.**—A Cape Town commission merchant and general agent, with branches at Port Elizabeth, East London, Durban, Johannesburg, Lorenzo Marques and German South-West Africa desires to be placed in communication with Canadian manufacturers and exporters of oatmeal and Quaker Oats.
- 317 **Picture Mouldings.**—A firm of large buyers of all kinds of picture mouldings in the North of England would like to receive lists and prices from Canadian manufacturers.
- 318 **Peas.**—New York export forwarding house are anxious to get in touch with Canadian exporters of peas who could ship to Australia.
- 319 **Rolled Oats.**—A Cape Town firm of importers, produce and commission agents, with branches at Port Elizabeth and Durban (references, the National Bank of South Africa, Limited, Cape Town, and the Standard Bank of South Africa Limited, Durban), desires to be placed in touch with Canadian exporters of rolled oats.
- 320 **Shovels, Box Shooks, Barb Wire, White and Red Lead, Boot and Shoe Nails, etc.**—A former Canadian, now resident in Mexico, is open to represent Canadian manufacturers of the above goods in his territory; excellent Canadian references, long experience, and claims that there is a big market for Canadian goods. He is also in a position to ship Mexican products to Canadian buyers.
- 321 **Smoking Tobacco.**—A Barbados firm of commission agents wishes to hear from manufacturers of Canadian smoking tobacco.
- 322 **Trunks.**—A Basseterre (St. Kitts) dry goods dealer wishes to hear from firms in Canada manufacturing cheap lines of trunks.
- 323 **Tomato Pulp.**—A firm of sauce manufacturers, using large quantities of tomato pulp, will consider a sample of a few pounds from Canadian shippers, with lowest prices for c.i.f. shipments into Manchester or Liverpool.
- 324 **Western Representative.**—A well-known Winnipeg business man, who for many years has represented a prominent eastern manufacturing firm as manager in the west, is about to embark into business for himself as a manufacturers' agent, and would be pleased to hear from firms who might desire his services. Excellent references.
- 325 **Wooden Handles, Builders' Hardware, Turned Goods, Ice Cream Freezers, General Woodenware.**—A prominent firm of wholesale hardware dealers and agents in Antwerp, Belgium, is in the market to purchase the above goods from first-class Canadian firms, and desires catalogues.
- 326 **Woodenware—Children's Wooden Spades, Toys, Skewers, Hammer and Pick Handles, Hubs and Spokes of Wheels, etc.**—The Canadian Trade Commissioner in Leeds, England, reports a large market for the above goods of Canadian manufacture, and desires catalogues and prices, c.i.f. Manchester, forwarded to him by firms interested. He will then place these in the hands of responsible buyers in his district. This is an excellent opening.
- 327 **Wood Pulp.**—A Chesterfield firm wishes to correspond with Canadian exporters of wood pulp.

- 328 **Windmills.**—A Cape Town commission merchant and general agent, with branches at Port Elizabeth, East London, Durban, Johannesburg, Lorenzo Marques and German South-West Africa, desires to be placed in touch with Canadian exporters of windmills.
- 329 **Wood Pulleys.**—A well-established firm in the North of England, representing several first-class British and foreign houses, would be interested in hearing from Canadian manufacturers of wood pulleys.
- 330 **Wood Pails.**—An English firm of manufacturers is in the market to purchase supplies of wood pails suitable for holding from seven to twenty-eight pounds of sweetmeats.
- 331 **Wrapping Paper and Paper Bags.**—A Barbados firm of wholesale dealers wishes to hear from Canadian manufacturers of paper and paper bags.
- 289A.—**Butchers' Blocks.**—A wholesale butchers' outfitter in the North of England wishes to hear from Canadian manufacturers of butchers' chopping blocks of ash or maple; sizes, 24 inches wide, 4 or 5 inches thick by 36, 48, 60 and 72 inches long. Blocks must be perfectly dry and durable.

SPECIAL NOTE.

A Canadian Trade Commissioner at Manchester, England, desires the firms whose catalogues were included in the shipment which the Association forwarded to the various commissioners in September last to kindly forward him an extra copy as soon as possible. Address, P. B. MacNamara, Esq., Canadian Trade Commissioner, 36 Spring Gardens, Manchester, England.

CUSTOMS TARIFF, 1907—DUMPING DUTY.

The following provisions, in force December 15th, 1908, are added to the regulations respecting Special Duty or Dumping Duty:

(c) Provided that special duty or dumping duty, under section 6 of the Customs Tariff, 1907, shall, without exemption allowance, apply to galvanized wire, barbed wire, and round rolled wire rods, of iron or steel, classed as free in the Tariff, and being articles of a class or kind made in Canada.

Under this regulation, galvanized iron or steel wire, curved or not, numbers nine, twelve and thirteen gauge; barbed fencing wire of iron or steel, and rolled round wire rods in the coil, of iron or steel, not over three-eighths of an inch in diameter, when imported by wire manufacturers for use in making wire in the coil, in their own factories, shall be subject to the provisions of the dumping clause when sold to Canadian purchasers at less than the fair market value as sold for home consumption.

THE CLOSING OF A WOOLLEN MILL.

A letter has been issued by the Montreal Woollen Mill Company announcing their withdrawal from the manufacturing business. After a long and vigorous struggle they have come to the conclusion that further efforts against adverse conditions are useless. For very many years the mill has been running, having been closed temporarily during the Mackenzie regime, but having re-opened with renewed vigor upon the introduction of the National Policy by Sir John A. Macdonald, since when it has run steadily. The mill is well-equipped for a 12 sett mill, with provision for increasing this to 20 setts. When running to full capacity 200 hands are employed, although for the past few years only from 75 to 100 have been kept busy. The company is capitalized at \$200,000. The disappearance of this old company from the industrial ranks of Canada is a discouraging sight. It marks one more step in the extinguishment of the woollen industry of the country.

THE MERCHANTS BANK OF CANADA

The Forty-fifth Annual Meeting of the Directors and Shareholders of the Merchants Bank of Canada was held at noon, on Wednesday, December 16th, the President, Sir H. Montagu Allan, in the chair. Amongst other directors and shareholders present were Messrs. Jonathan Hodgson, Thomas Long, C. F. Smith, Hugh A. Allan, Alex. Barnet, R. Campbell Nelles, G. Durnford, George Hague, John Patterson, C. R. Black, A. Brown, M. S. Foley, F. Hague, J. Watson, E. F. Hebden, T. E. Merrett and D. C. Macarow.

The President appointed Mr. J. M. Kilbourn, Secretary of the Bank, to act as secretary of the meeting.

The minutes of the last annual meeting were taken as read.

THE ANNUAL REPORT.

The President then submitted the annual report of the Directors, as follows:

Your directors beg to submit the Annual Statement of the affairs of the Bank at close of books on November 30th last, covering the year's business. The net profits amount to \$738,597.19, which is less than those of a year ago, but it will be borne in mind that conditions have been less favorable. Our interest bearing deposits have grown to a considerably larger sum latterly, while our call loan funds—nearly \$11,000,000—have likewise greatly increased under a slowing down of trade activity, the latter yielding a substantially less return than at any date for many years back.

After paying the usual dividend of 8 per cent., we have disposed of the surplus earnings by writing down Bank Premises Account \$100,000, contributing \$25,000 to the Officers' Pension Fund, and carrying forward the balance to Undivided Profits Account, which has now reached the total of \$400,997.94.

All the Branches of the Bank have been duly inspected. We have found it desirable to close the sub-office at Douglas, Ontario, which did not justify being continued. We have opened Branches at Melville, Sask., Wainwright, Alta., and in Toronto, on Parliament Street.

With reference to the world-wide monetary stringency experienced the past year, bordering at times on panic conditions, without claiming undue prescience, we had early indication of the coming storm and prepared for something of the kind well in advance, so that our course through the growing pressure was made much easier and without stress to our extensive discounting clientele. Meantime, a clearer financial outlook has supervened, and we look from this on to a gradual revival of general trade, following upon an excellent crop in the North-West and good prices.

All of which is respectfully submitted.

H. MONTAGU ALLAN.

President.

STATEMENT OF THE RESULT OF THE BUSINESS OF THE BANK FOR THE YEAR ENDING 30TH NOVEMBER, 1908.

The Net Profits of the year, after payment of charges, rebate on discounts, interest on deposits, and making full provision for bad and doubtful debts, have amounted to	\$ 738,597.19
The balance brought forward from 30th November, 1907, was	267,400.75
Making a total of	\$1,005,997.94

This has been disposed of as follows:—

Dividend No. 82, at the rate of 8 per cent. per annum	\$120,000.00
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Dividend No. 83, at the rate of 8 per cent. per annum	120,000.00
Dividend No. 84, at the rate of 8 per cent. per annum	120,000.00
Dividend No. 85, at the rate of 8 per cent. per annum	120,000.00
	<hr/>
Written off Bank Premises Account	100,000.00
Contribution to Officers' Pension Fund	25,000.00
Balance carried forward	400,997.94
	<hr/>
	\$1,005,997.94

STATEMENT OF LIABILITIES AND ASSETS.

At 30th November, 1908.

Liabilities.

1.—To the public:—	
Notes in Circulation	\$4,740,478.00
Deposits at Call	\$12,514,562.52
Deposits subject to notice (accrued interest to date included)	25,880,153.87
Deposits by other Banks in Canada ..	2,933,156.29
	<hr/>
	41,327,872.68
Balance due to Agents in Great Britain	8,412.15
Dividend No. 85	120,000.00
Dividends unclaimed	865.00
	<hr/>
	\$46,197,627.83
2.—To the stockholders:—	
Capital paid up	\$6,000,000.00
Reserve Fund	4,000,000.00
Balance of Profits carried forward	400,997.94
	<hr/>
	10,400,997.94
	<hr/>
	\$56,598,625.77

Assets.

Gold and Silver Coin on hand	\$1,569,822.58
Dominion Notes on hand	3,013,220.00
Notes and Cheques of other Banks	2,276,482.88
Balances due by other Banks in Canada	4,796.95
Balances due Banks and Agents in the United States ..	12,625.78
Call and Short Loans on Bonds and Stocks in Canada	\$1,957,782.71
Call and Short Loans on Bonds and Stocks elsewhere than in Canada.	8,958,351.07
	<hr/>
	10,916,133.78
Dominion and Provincial Government Securities ..	609,071.56
Municipal, Railway and other Debentures	6,344,224.22
	<hr/>
	\$24,746,377.75
Current Loans and Discounts (less Rebate of Interest reserved)	29,799,622.31
Loans to other Banks, secured	486,889.89
Loans and Discounts overdue (loss fully provided for) ..	86,798.01
Deposit with Dominion Government for security of Note Circulation	240,000.00
Mortgages and other Securities, the property of the Bank	53,794.88
Real Estate	49,368.69
Bank Premises and Furniture	1,118,685.03
Other Assets	17,089.21
	<hr/>
	\$56,598,625.77

E. F. HEBDEN,
General Manager.

(Continued on page 524.)

The President having invited discussion of the report, Mr. C. R. Black spoke as follows:

"I would like to say that I am sure all the Shareholders must be very much pleased with the result of last year's business. It is true that we had a slightly better report last year, but when we consider the tremendous upheaval that has taken place across the line, and the fact that we cannot in this country stand aside from the effects of anything like that, and that our financial affairs, our industries and business generally, are influenced very largely by business conditions in the United States, I think that the report just presented us shows that the affairs of this Bank have been managed during the past year with wonderful care and caution. The Directors and the Management must have exercised great prudence, and at the same time cared for the interests of their clients."

The annual report was then unanimously adopted, on the following motion:

Moved by the President and seconded by the Vice-President, that the report of the Directors as submitted be and the same is hereby adopted and ordered to be printed for distribution among the shareholders.

The General Manager of the Bank, Mr. E. F. Hebden, briefly discussed the report, remarking: "There is very little to say beyond expressing the hope that the shareholders may find the exhibit placed before them satisfactory."

"The only other matter I have to refer to is the staff, and to testify to the continuing loyalty and devotion of its members to the shareholders' interests, and to the excellent spirit animating them towards the Bank and one another, and to the good work performed."

Messrs. John Patterson and C. R. Black were appointed scrutineers for the election of Directors.

(Continued on page 526.)

SHEET METAL BUILDING MATERIALS

Cornices, Skylights, Ventilators,
Finials.

Corrugated Iron, straight or curved.
Metallic Shingles, Siding, Ceiling
and Lath.

Fireproof Windows, Shutters and
Doors.

Pressed Zinc Ornaments.

Write for Catalogue and Quotations.

Reliable goods only.

No cheap trash.

The Metallic Roofing, Co., Limited
Manufacturers
TORONTO - - - WINNIPEG

First Impressions



- ¶ Your CATALOGUE is your SALESMAN. It means a good deal to create a favorable impression at the start.
- ¶ It is not every man you will entrust with your samples or photographs, no matter how meritorious your goods may be.
- ¶ See to it that you send out a catalogue or booklet that will do credit to both the HOUSE and its goods.

It will cost you nothing to consult
us with regard to your printing.

The
Jas. **Acton Publishing Co.** Limited
59-61 JOHN ST., TORONTO

Newspapers vs. Magazines

- ¶ Newspaper advertising is good but it takes a lot to go 'round. Its circulation at best is LOCAL, that of the MAGAZINE is NATIONAL.
- ¶ The newspaper's life at most is twenty-four hours, and it is a chance if the ads are read. The MAGAZINE'S life is from a week to a year, and it is read at leisure.
- ¶ The MAGAZINE is read by at least five other people than the one who pays for it, and lies on the table of the home or club until its story is well told.
- ¶ A magazine like the HOME JOURNAL, which reaches 25,000 homes every month, represents a reading constituency of at least 125,000, and they are naturally BETTER BUYERS than newspaper readers.

Just think these points over when
arranging your advertising appropriation.

The Home Journal
59-61 John St.,
TORONTO
Jas. Acton,
Managing Editor

CANADA FOUNDRY COMPANY, LIMITED

Manufacturers of

POWER APPLIANCES
OF ALL KINDS

**COMPLETE POWER
PLANTS**

STEAM, GAS OR ELECTRIC

Pumping Machinery

**Locomotives,
Steam Shovels
Structural Steel
Ornamental Iron**

CANADA FOUNDRY

COMPANY, LIMITED

14-16 KING ST. EAST, TORONTO

MONTREAL - - WINNIPEG

HALIFAX - - VANCOUVER

OTTAWA - - ROSSLAND

Mr. Geo. Hague moved that the scrutineers cast one ballot in favor of the following persons as directors:

Sir H. Montagu Allan, Messrs. Jonathan Hodgson, Thomas Long, C. F. Smith, Hugh A. Allan, Charles M. Hays, Alex. Barnett, F. O. Lewis and Bryce J. Allan.

Continuing, Mr. Hague said:

"With regard to the Statement just presented, I would say that although the profits are not such as they were a year ago, or such as some other institutions have made, they might have been very much worse if extraordinary care had not been taken to keep the Bank in a perfectly strong condition, which is much more important than making great profits. At this moment the Bank is in an exceptionally strong position with regard to its immediately available resources as shown by this statement. They amount to about 50 per cent. of the Liabilities. Formerly we used to be well satisfied if our available resources amounted to 25 per cent., but times have changed, and most of the Banks now keep larger reserves.

"With regard to the names presented, they are the same as last year with one exception, to replace a Director who has resigned to join the directorate of another bank, and I feel sure that they will be satisfactory to you, and I am sure that all the Shareholders are greatly pleased with the result of their efforts." (Applause.)

The President briefly explained that the appointment of Mr. Bryce J. Allan to the directorate was merely temporary, to fill the gap caused by the resignation of Mr. C. R. Hosmer from the Board. He explained that as soon as it was possible to call a full meeting of the Board a permanent director would be elected.

The motion for the election of the Directors by one ballot was then unanimously adopted.

Mr. J. Campbell Nelles:—"I think a vote of thanks should be tendered the President, Vice-President and Directors and to

the General Manager and Staff. While I am not one of the oldest, I am not one of the youngest here. I have had an account with this Bank since 1882, and in all that time I have never met with a single word of discourtesy, while my business has always been carefully looked after, and anyone who has met with the attention that I have always received will have no cause of complaint regarding the Merchants Bank." (Hear, hear.)

The President, on behalf of himself, the Vice-President and Board, and the General Manager, on behalf of himself and the Staff, briefly returned thanks for the meeting's appreciation of their services, after which the meeting adjourned.

At a special meeting of the Directors subsequently held the following officers were re-elected: President, Sir H. Montagu Allan; Vice-President, Mr. Jonathan Hodgson.

CALENDARS.

An attractive calendar has been issued by the Hamilton Facing Mill Co., Ltd. It reproduces in colors a painting entitled "Eventide."

The Ontario Engraving Co., Hamilton, have sent out a calendar showing an interesting view, in colors, of a corner in Hamilton.

We are indebted to the Moore Print Shop, Toronto, for an attractive calendar.

CUSTOMS DECISION.

The following is a decision made by the Board of Customs:

Samples.—Silk fabrics for use as commercial samples are dutiable when larger than six inches by six inches, or over thirty-six square inches.

16, 18, 20-Inch GAP LATHES



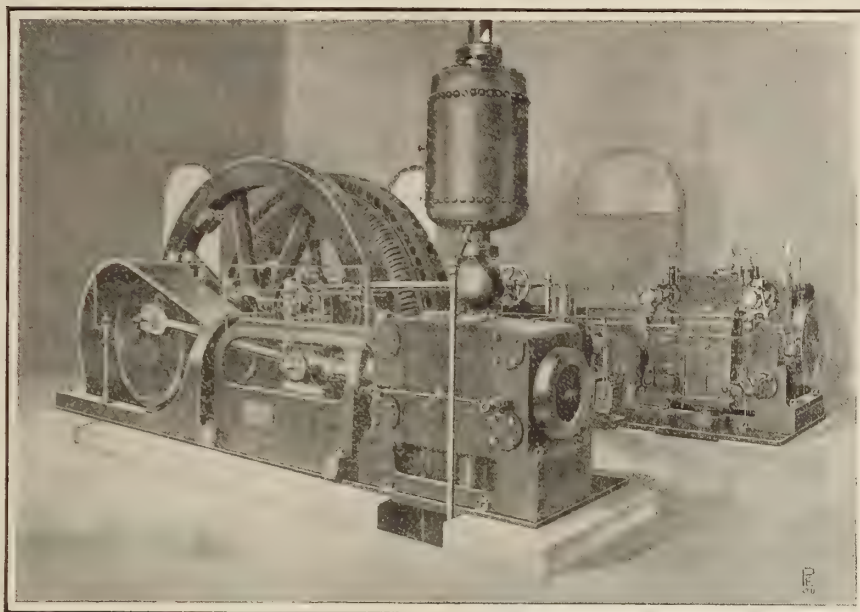
EMBODYING in their construction every feature which goes to make efficiency and ease in operating. Double Back Gears give 18 changes of speed with our two speed countershaft. Carriage is especially rigid and braced from bed. Quick change of feed on every machine.

Lathes built in any length of bed.

We also make Engine Lathes and will be pleased to send bulletin on application.

The R. McDougall Co., Limited
GALT, CANADA

SOME OF THE USERS OF Goldie Corliss Steam Engines



Dominion Iron and Steel Co., Sydney, N.S.
 Dominion Coal Co., Glace Bay, N.S.
 Windsor, Essex & Lake Shore Ry., Kingsville, Ont.
 Galt, Preston & Hespeler Elec. Ry., Preston, Ont.
 Corporation of Prince Albert, Prince Albert, Sask.
 Cosmos Cotton Co., Yarmouth, N.S.
 Grand Trunk Railway System, Stratford, Ont.
 Alexander Brown Milling Co., Toronto, Ont.
 Corporation of Barrie, Barrie, Ont.
 Superior Portland Cement Co., Orangeville, Ont.
 Corporation of Strathcona, Strathcona, Alta.
 Belleville Portland Cement Co., Belleville, Ont.
 MacGregor-Gourlay Co., Galt, Ont.
 Corporation of East Toronto, East Toronto, Ont.
 Lang Tanning Co., Berlin, Ont.
 Canada Coating Mills Co., Georgetown, Ont.
 Beardmore Belting Co., Acton, Ont.

Corporation of Indian Head, Indian Head, N.W.T.
 Raymond Milling & Elevator Co., Magrath, Alta.
 Galt Malleable Iron Co., Galt, Ont.
 Farmers Milling & Elevator Co., Prince Albert, Sask.
 Corporation of Kincardine, Kincardine, Ont.
 Lion Brewing Co., Berlin, Ont.
 St. Lawrence Starch Co., Ltd., Port Credit, Ont.
 Ellison Milling & Elevator Co., Limited, Lethbridge, Alta.
 Standard Fitting & Valve Co., Guelph, Ont.
 Waterloo Knitting Co., Hawthorne Mills.
 Bathurst Lumber Co., Ltd., Bathurst, N.B.
 Kaufman Rubber Co., Berlin, Ont.
 The T. H. Taylor Co., Chatham, Ont.
 Jas. Davidson, Ottawa, Ont.
 Central Electric & Gas Co., Portage la Prairie, Man.
 Strathroy Furniture Co., Strathroy, Ont.

The Goldie & McCulloch Co., Limited GALT, ONTARIO, CANADA

WESTERN BRANCH
 248 McDermott Ave., Winnipeg, Man.

QUEBEC AGENTS
 Ross & Greig, Montreal, Que.

B.C. SELLING AGENTS
 Robt. Hamilton & Co., Vancouver, B.C.

WE MAKE

Wheelock Engines, Corliss Engines, Ideal Engines, Tangye Frame Piston Valve Saw Mill Engines, Boilers, Heaters, Steam and Power Pumps, Condensers, Flour Mill Machinery, Oatmeal Mill Machinery, Woodworking Machinery, Transmission and Elevating Machinery, Safes, Vaults, and Vault Doors.

ASK FOR CATALOGUES, PRICES AND ALL INFORMATION

AMONG THE INDUSTRIES

ONTARIO.

The Colonial Wood and Produce Co. will build a pulp mill at Thorold.

The city of Toronto will purchase 281 water meters at a cost of \$10,995.30.

The Coniagas Reduction Co. will add another building to their plant at Thorold.

The Copp, Clark Co. will build a large factory on Wellington Street, Toronto.

The Dominion Bank will build a branch at the corner of Sherbourne and Linden Streets, Toronto.

The city of Ottawa will spend \$40,000 on pumps and appliances for increasing the city water pressure.

The brickmakers are protesting against the use of cement in the new trunk sewer which is to be built in Toronto.

The T. Eaton Co. will add two storeys to their building at the corner of Yonge and Albert Streets, Toronto, at a cost of \$76,000.

The Swansea Tin Plate Company, of Wales, have entered into an agreement with the town of Welland, whereby they undertake to build a factory 100 by 300 feet, steel construction. The building will be erected next spring.

The Union Soda Water Manufacturing Co. have been incorporated with a capital stock of \$40,000; head office, Toronto. A. Cohen is solicitor.

A by-law will be submitted to the electors of Brantford providing for the raising of \$100,000 for the construction of a new Collegiate Institute.

The Marshall Furnace Co., of Marshall, Mich., are contemplating the establishment of a branch in London, Ont. A representative of the company has been over, looking over the field.

The Fisher Robson Manufacturing Co. have been incorporated with a capital stock of \$100,000; head office, Alliston, Ont. They will manufacture farm implements. C. S. Fisher is a director.

The Forwell Foundry Co., Ltd., has been incorporated, with a capital of \$50,000. Head office, Berlin. The new company is a successor of the Forwell Foundry Company, manufacturers of machinery and plumbers' and steam-fitters' supplies.

The McGregor Banwell Fence Company, Limited, Walkerville, Ont., Manufacturers of Ideal Woven Wire Fencing, have completed the erection of a large warehouse for the storage of fencing. This warehouse is 100x160 ft., and is almost fire-proof in construction. Its capacity is about 1,200 miles of woven wire fencing. The warehouse adjoins the factory and parallels a railway switch, so that it is most conveniently arranged for the receiving and delivery of fence. The total floor space now occupied by this firm for manufacturing and storage is 46,350 sq. ft.

For Factory Construction



There is no other material quite so satisfactory
—CHEAP, WARM, FIREPROOF, DURABLE, as

"Acorn Quality" Corrugated Sheets

Don't tie up unnecessary capital in expensive buildings. Write us and we'll tell you how to build at small cost, thus leaving the bulk of your capital to develop your business.

Our Catalogue is Free for the Asking

The
Metal Shingle & Siding Co.
PRESTON, ONT. Limited
Montreal Toronto

Galt Steel Skylights and Windows

are constructed so that the maximum strength is combined with minimum weight and bulk. Are close and weather-tight at every point, not affected by extreme temperatures, and when glazed with our wired glass are absolutely fire-proof.

"Galt" Windows and Skylights are made of Moulded Galvanized Steel, and will last as long as the structure stands. A suitable design and construction for any building.

We gladly furnish Catalogues and details of construction to interested people.

THE
GALT ART METAL CO.
LIMITED
GALT, - ONTARIO

Toronto will place an order for a new dredge.

The town of Sudbury will expend \$19,000 on extensions to its light and waterworks systems.

An addition to the Collegiate Institute building in Stratford is proposed, at a cost of \$15,000.

It is announced that Wm. Algie, of Alton, whose woollen mill was recently destroyed by fire, will rebuild.

A gymnasium will be erected and equipped in Toronto by the Y. W. C. Guild. It is estimated that it will cost \$20,000.

The town of Listowel will loan the Morris Piano Company \$25,000 to assist them in rebuilding their plant, which was recently burned.

St. Jerome's College, at Berlin, will rebuild the two wings of their building which were destroyed by fire recently with a loss of \$35,000.

A United States manufacturing company are considering the establishment of a branch factory to manufacture handles at Thamesville, Ont.

The National Manufacturing Co., whose plant was destroyed by fire recently at Pembroke, have decided to build their new plant in Pembroke.

The Toronto Exhibition Association propose going ahead with a new Transportation Building in accordance with plans already approved by the City Council.

The Vessot Flax Pulling Machine Co., St. Mary's, Ont., have been incorporated, with a capital of \$40,000. F. G. Sanderson, St. Mary's, has organized the company.

The Governors of the University of Toronto will build, as a preliminary measure, a high school to accommodate 200 pupils. This will be followed later by an elementary school.

The City of London are figuring on making a large expenditure to improve their water supply. A new source will be secured, and a pumping station will be built in the northern part of the city.

The Indestructo Toe Tip Co., Ltd., have been incorporated, with a capital stock of \$40,000. They will operate in Toronto. J. J. Doran, J. A. Murray, and F. H. Cragg are directors.

A church will be built by the Roman Catholics of Toronto at a cost of \$100,000. Rev. H. J. Canning will be in charge.

A corset factory is proposed for Windsor, Ont. A. F. Marsh, a manufacturer from Cleveland, intends opening a branch in Canada, and it is understood that Windsor has been chosen as the location.

Increased accommodation has become absolutely necessary at the Parliament Buildings in Toronto. It has been almost decided that a new building will be erected to hold the library and the records of the Crown Lands, Mines and Statistics Departments. This building will be fireproof. A large hall is contemplated for the accommodation of receptions and delegations. The new building will probably be provided for at the next session of Parliament.

THE TRADERS BANK OF CANADA

Capital Authorized, \$5,000,000 Capital Paid Up, \$4,322,000
Rest \$1,900,000

BOARD OF DIRECTORS

C. D. WARREN, Esq., President
HON. J. R. STRATTON, Vice-President
C. KLOEPPER, Esq., Guelph
W. J. SHEPPARD, Esq., Waukegan
C. S. WILCOX, Esq., Hamilton
E. F. B. JOHNSTON, Esq., K.C.
H. S. STRATHY, Esq.

HEAD OFFICE: TORONTO

STUART STRATHY, General Manager
N. T. HILLARY, Asst. Gen. Man., Superintendent of Branches
Inspector: R. P. SHERRIS, J. L. WILLIS

BRANCHES

Ontario	Kincardine	Sudbury
Arthur	Kenora	Tavistock
Aylmer	Lakefield	Thamesford
Ayton	Leamington	Tillsonburg
Beeton	Massey	Toronto—
Blind River	Newcastle	Avenue Road
Bridgeburg	North Bay	King and Spadina
Brownsville	Norwich	Queen and Broad-
Burlington	Oroville	view
Cargill	Otterville	Tottenham
Clifford	Owen Sound	Windsor
Drayton	Port Hope	Winona
Dutton	Paisley	Woodstock
Elmira	Prescott	Watertown
Elora	Ripley	Webbwood
East Toronto	Ridgetown	Alberta
Embro	Rockwood	Calgary
Fergus	Rodney	Edmonton
Fort William	St. Marys	Stettler
Glencoe	Sault Ste. Marie	Manitoba
Grand Valley	Sarnia	Winnipeg
Guelph	Schomberg	West Selkirk
Hamilton	Springfield	Saskatchewan
Hamilton East	Stony Creek	Regina
Harrison	Stratford	
Hepworth	Strathroy	
Ingersoll	Sturgeon Falls	

Bankers—GREAT BRITAIN—The National Bank of Scotland.
NEW YORK—The American Exchange National Bank.
CHICAGO—First National Bank. BUFFALO—Marine National Bank.
MONTREAL—The Quebec Bank.

UNION ASSURANCE SOCIETY

MERGED IN THE

Commercial Union Assurance Company Limited
of London

Total funds exceed - - - \$86,250,000

Deposited with Canadian Government \$877,280

SECURITY UNEXCELLED

THE ACADIA FIRE INSURANCE COMPANY OF HALIFAX, N.S.

Capital Subscribed	- - - - -	\$400,000
Capital Paid-up	- - - - -	300,000
Total Cash Assets	- - - - -	\$507,671
Uncalled Capital	- - - - -	100,000
		<u>\$607,671</u>
Liabilities	- - - - -	\$64,400
Surplus	- - - - -	543,271

"MADE IN CANADA"

T. L. MORRISEY, MANAGER

Corner St. James & McGill Streets

MONTREAL

The municipality of Glencoe, Ont., will spend \$11,000 on an electric light and power plant.

The Canadian Oil Companies, Limited, has been incorporated, with a capital stock of \$2,000,000. Head office, Toronto.

The School of Mines authorities, of Kingston, will urge the Provincial Government to supply funds for the erection of a new building.

The Charters Lumber Co. has been incorporated, with a capital of \$100,000. Head office, Toronto. W. B. Charters, Toronto, is a director.

Rosedale Sawmill Co., Ltd., has been incorporated, with a capital of \$40,000. Head office, Toronto. T. H. Hancock, Toronto, is a director.

The E. B. Eddy Co., of Hull, have purchased a property at a cost of approximately \$100,000, in Montreal, for a wholesale distributing branch.

The National Metal Ware Co., Ltd., has been incorporated, with a capital stock of \$40,000. Head office, Hamilton. J. J. Hobson is a director.

The Brunswick-Balke-Collender Co., manufacturers of billiard tables and bar fixtures, have purchased 12,000 acres of hardwood timber land in Northern Michigan, from the Big Bay Lumber Co., of Kalamazoo, Mich.

The Berry Pulverizer Co., Limited, has been incorporated with a capital stock of \$100,000. Head office, Ottawa. Austin Berry is a director.

The Provincial Steel Co., Ltd., has been incorporated, with a capital stock of \$250,000. Head office, Cobourg. W. L. Allen, Cobourg, is a director.

Hall Hatch Knitting Co., Ltd., has been incorporated, with a capital of \$40,000. Head office, Hamilton. Z. A. Hall, Barton Township, is a director.

The Ott Brick and Tile Manufacturing Co., Limited, has been incorporated with a capital stock of \$40,000. Head office, Berlin. Michael Ott is a director.

Merkeley Brothers, Limited, has been incorporated with a capital stock of \$50,000. Head office, Casselman, Ont. The Company will do a wood-working business.

Wormwith & Co.'s piano factory at Kingston was destroyed by fire during the past month. The loss is estimated at \$130,000, with insurance to the extent of \$70,000.

The Canadian Packing Co., whose plant was recently destroyed by fire, are negotiating with London, Ont., authorities about rebuilding, the company stating their preference to remain if suitable terms as to site, water, etc., can be arranged. They also desire to have abattoir privileges for the city, under which all animals slaughtered for the city would be killed in their premises, under proper inspection.



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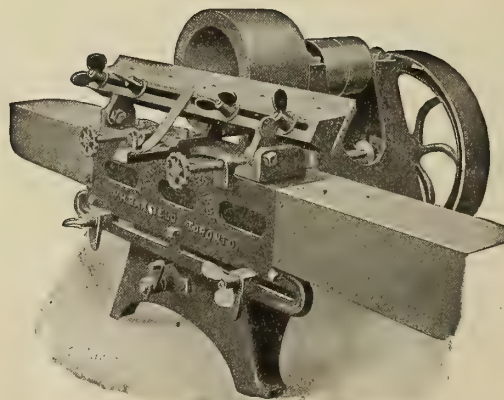
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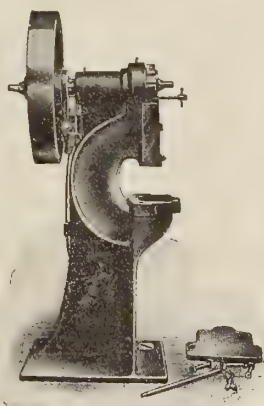
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Ornamental Woodwork, Limited, has been incorporated with a capital stock of \$100,000. Head office, Toronto. George Wilkie is solicitor.

The Standard Valves, Limited, has been incorporated with a capital stock of \$20,000. Head office, Ottawa. Hugh Burnet is a director.

Advance Machine Works, Limited, has been incorporated with a capital stock of \$30,000. Head office, Walkerville. George A. True is a director.

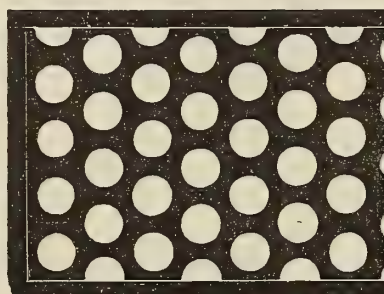
The Victoria Paper and Twine Co., Limited, has been incorporated, with a capital of \$80,000. Head office, Toronto. C. V. Syrett, Toronto, is a director.

The Parkhill Woollen Mills Co., Ltd., has been incorporated with a capital stock of \$20,000. Head office, Parkhill. Neil Matheson is a director.

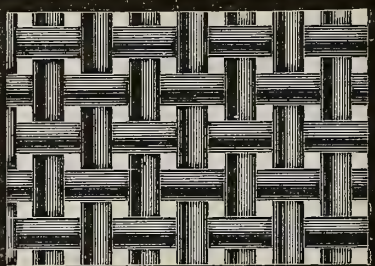
The Automatic Vent Bung Co., Limited, has been incorporated with a capital stock of \$20,000. Head office, Prescott, Ont. W. H. Gerald is a director.

The Reo Automobile Company, Ltd., has been incorporated with a capital of \$40,000. Head office, Windsor. This is the Canadian branch of a United States company.

The Thompson and King Manufacturing Co., Ltd., has been incorporated with a capital stock of \$20,000. Head office, Parry Sound. A. A. Thompson is a director.



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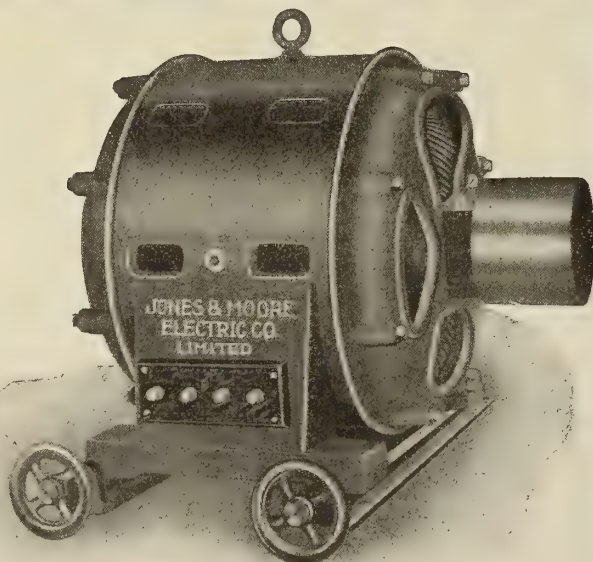
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Present Capacity 500,000 Barrels Annually

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in the Western Provinces, Quality unexcelled.*

Write for prices

WEST.

The Empress Manufacturing Co. will build a warehouse at Vancouver, B.C.

The Prairie City Oil Co. will rebuild their warehouse at Winnipeg, at a cost of \$10,000.

The A. R. Williams Machinery Co. will build a machinery depot next summer in Winnipeg.

The Vancouver citizens will vote on a proposition to spend \$199,500 on new school buildings next year.

Saskatoon may spend \$13,000 on a bridge. A by-law providing for it will be submitted to the citizens.

The T. Eaton Co. will build a new building which will be connected by tunnels with their old building in Winnipeg.

A Y.M.C.A. building will be erected at Moose Jaw next year, at a cost of \$40,000. The site has already been purchased.

The Builders' Brick and Supply Co., of Victoria, B.C., have been incorporated as a limited liability company, with a capital of \$100,000.

The New Westminster, B.C., Council has awarded the contract for the superstructure of the Lulu Island bridge to the Canada Foundry Co., Toronto.

An amalgamation of western soap manufacturers has taken place, including the Royal Crown, the Standard, and the Royal. The capital of the new company is \$2,000,000.

QUEBEC.

It has been definitely decided to erect a new Armory in Montreal, at a cost of \$100,000.

The McMaster Lumber Co., of Kemptville, Ont., will erect a sawmill at Hull, Que., next spring.

The city of Montréal may build a new building near the present city hall, for the accommodation of a number of departments which are now badly crowded. It is estimated that such a building would cost \$250,000.

MARITIME.

The Bedford Hotel Co. will build a large hotel in Halifax.

The Inglewood Pulp Co. lost two sawmills by fire near Musquash, N.B., recently.

A new gymnasium will be built at Moncton, N.B., by the Y.M.C.A., at a cost of about \$8,000.

A smelter and steel plant may be established at Chatham, N.B., by the Drummond interests.

The wood-working factory of T. A. Barnhill & Company, Bellmont, N.S., was destroyed by fire recently, causing a loss of \$6,000.

A report has been made by the city engineer to the Moncton, N.B., Council on the proposed water supply scheme. It will entail an expenditure of \$217,000.

The city of St. John, N.B., has a committee investigating the feasibility of a bridge across the harbor. An engineer will be appointed to give expert opinions. The estimated cost is \$750,000.



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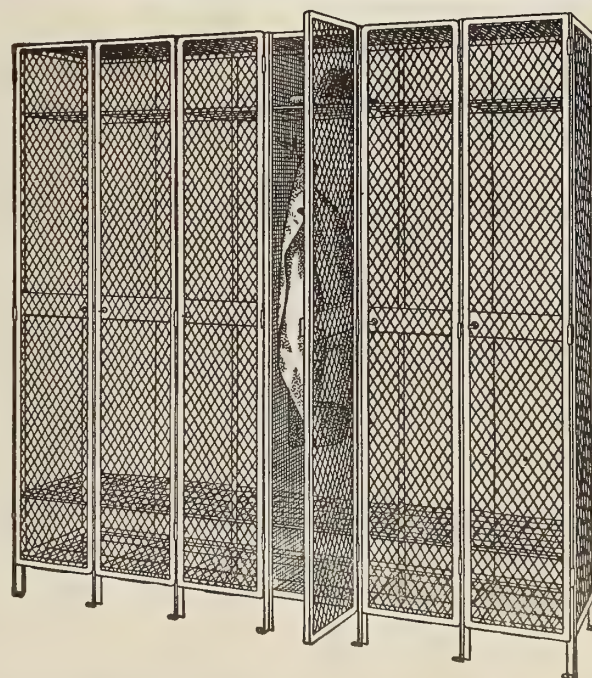
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ALL SIZES

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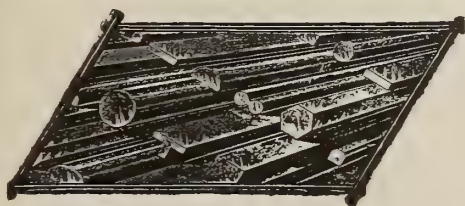
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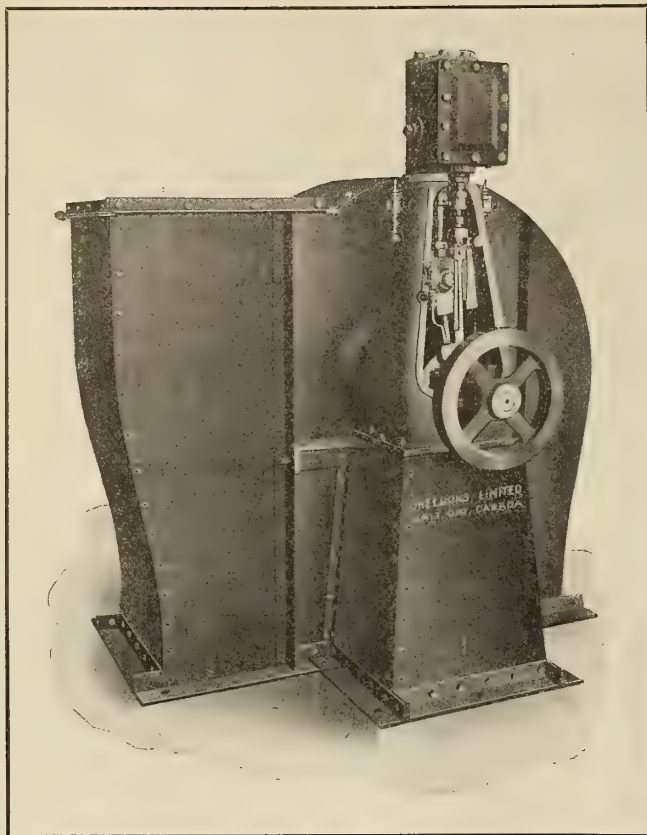


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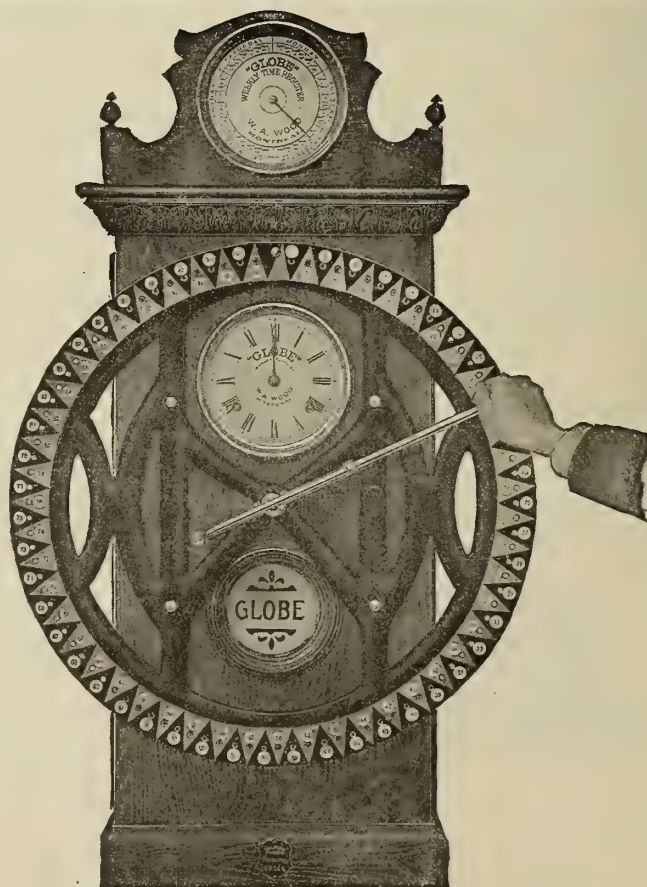
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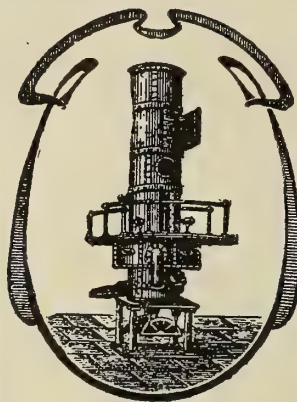
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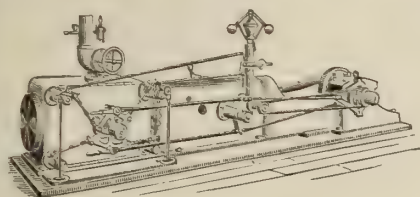
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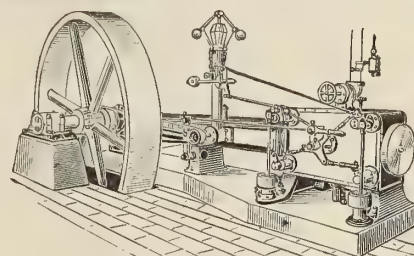
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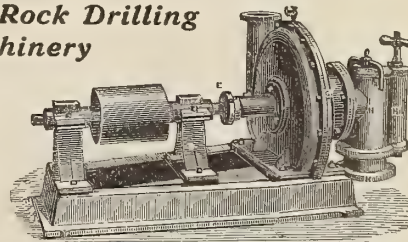
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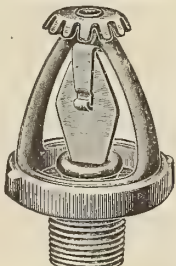
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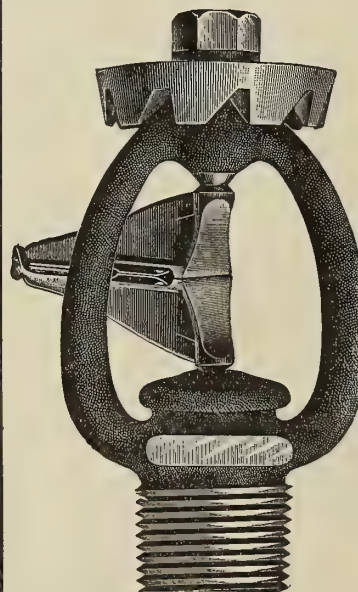
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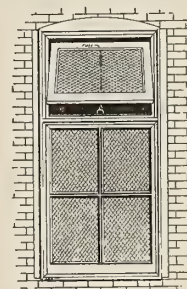
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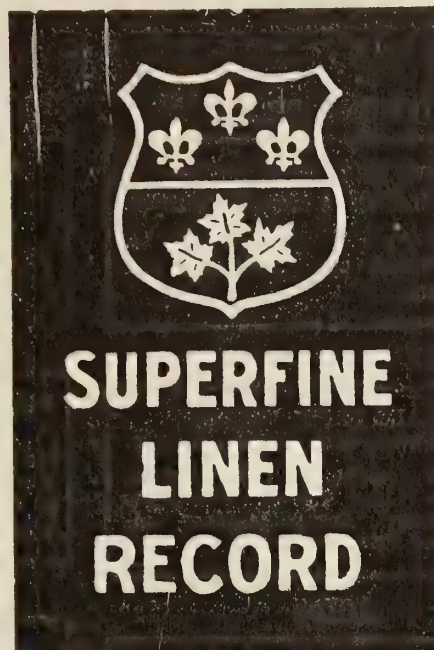
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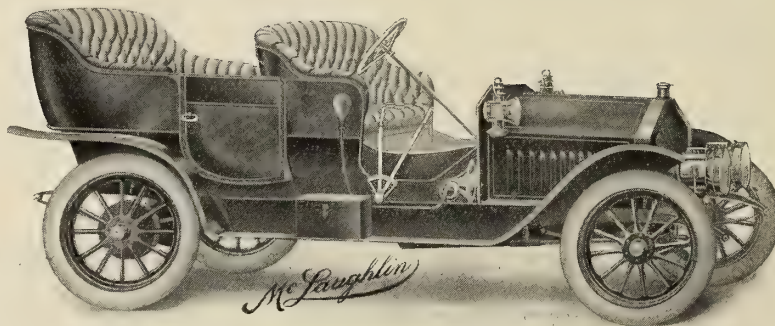
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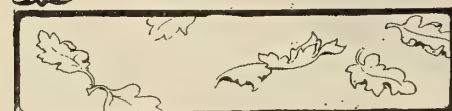
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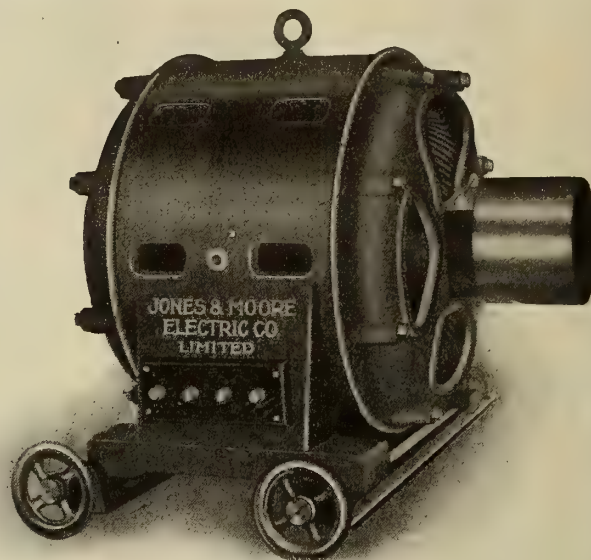


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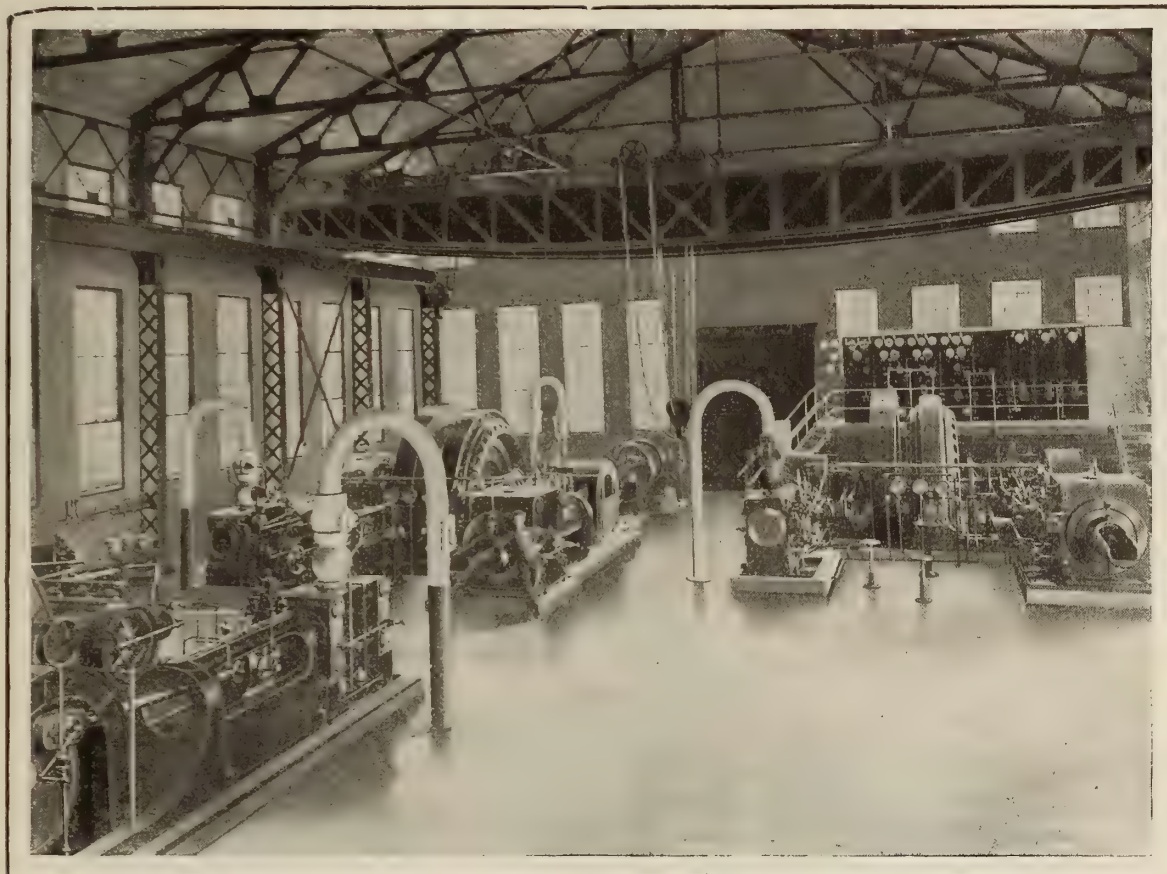


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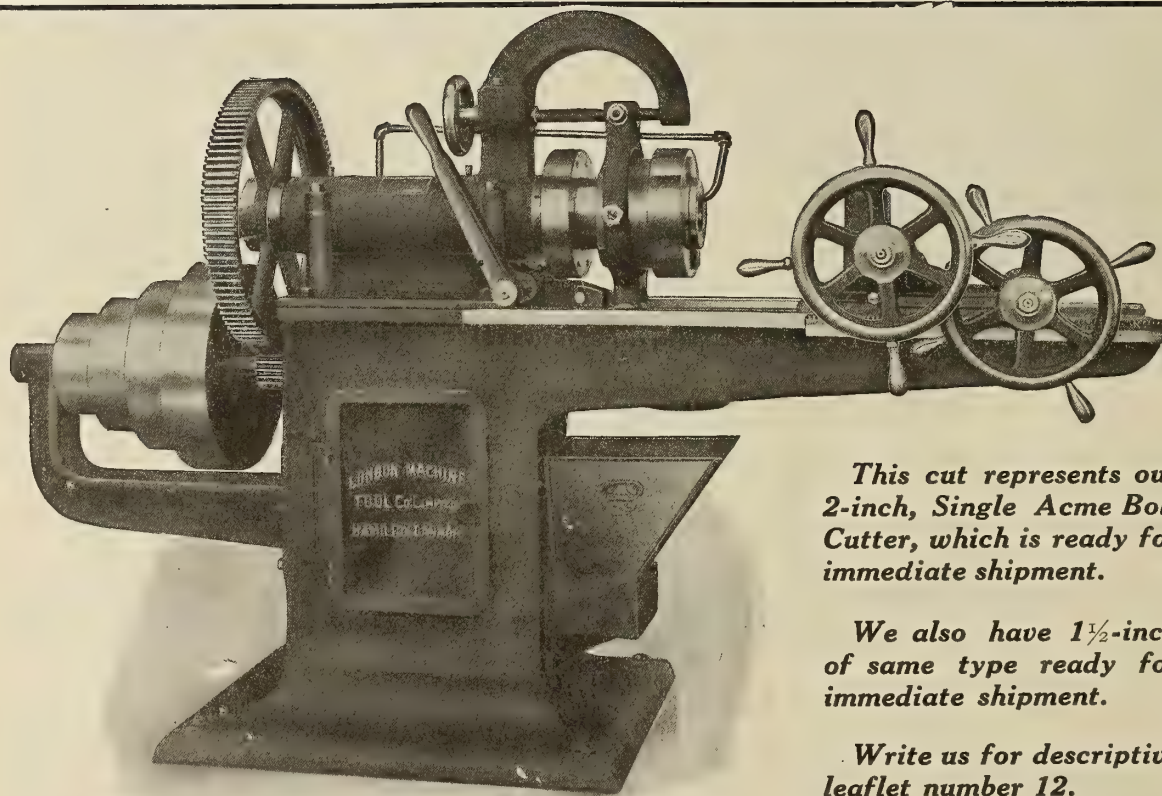
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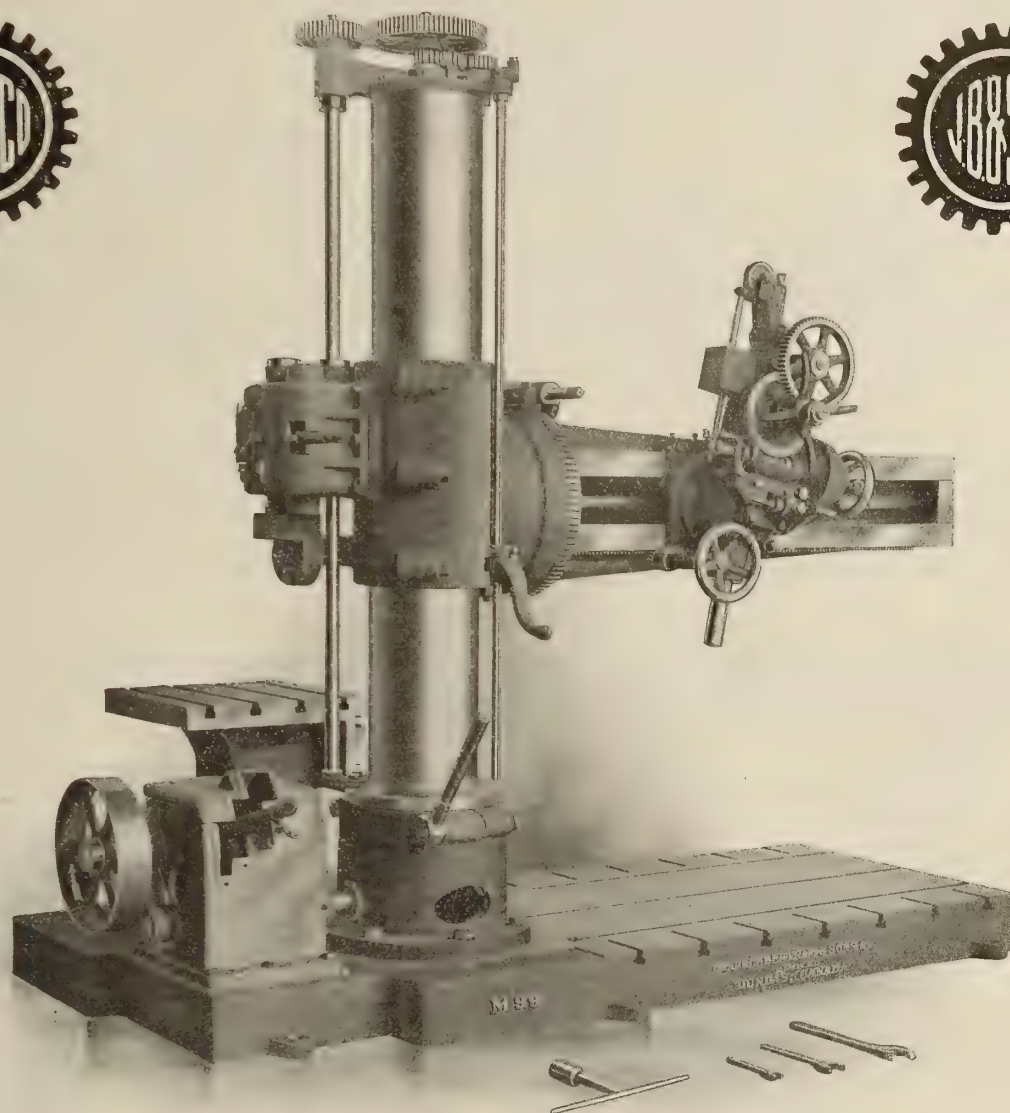
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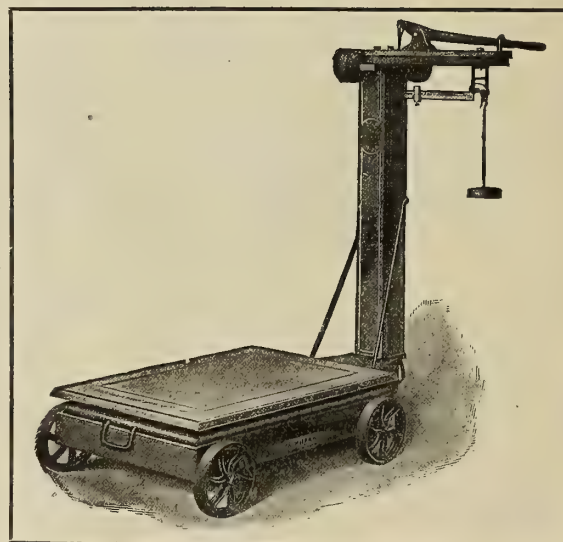
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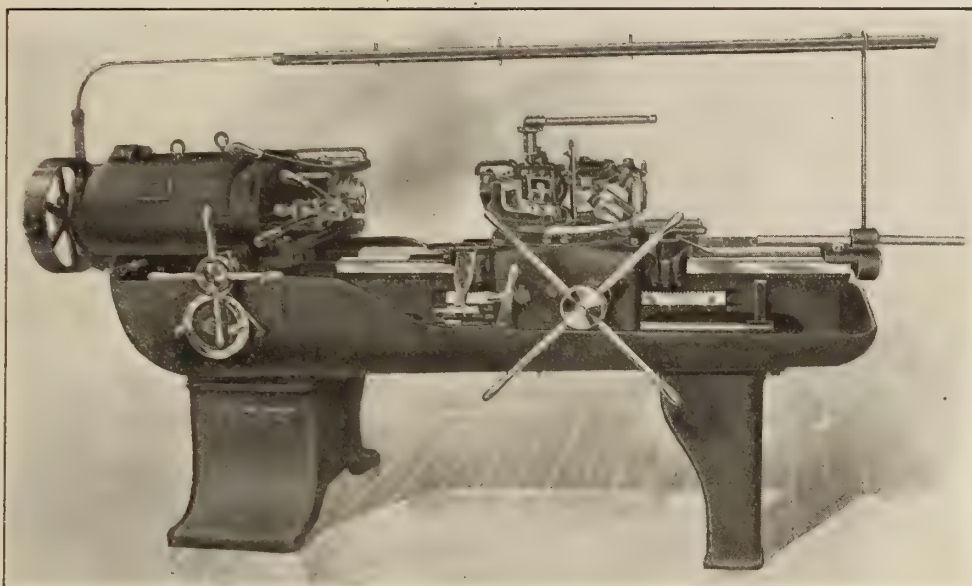
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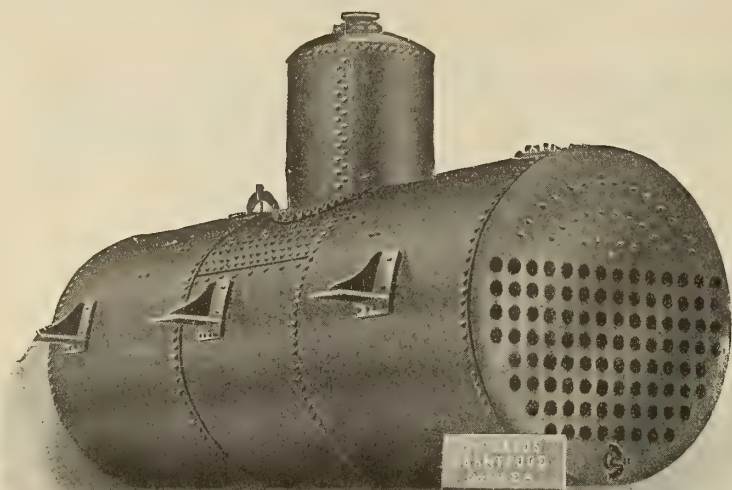
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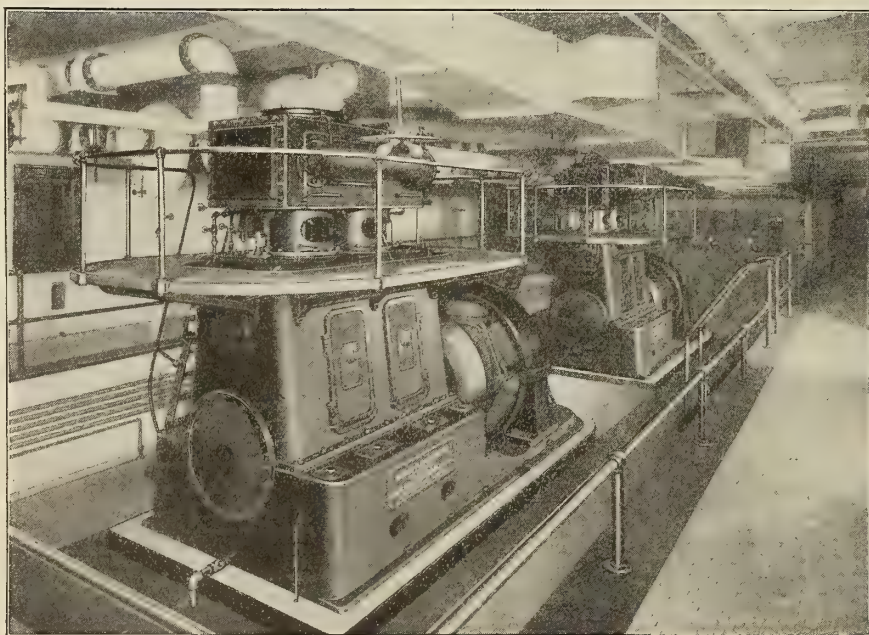


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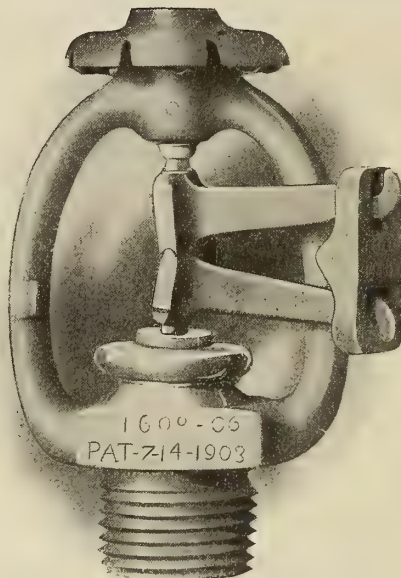
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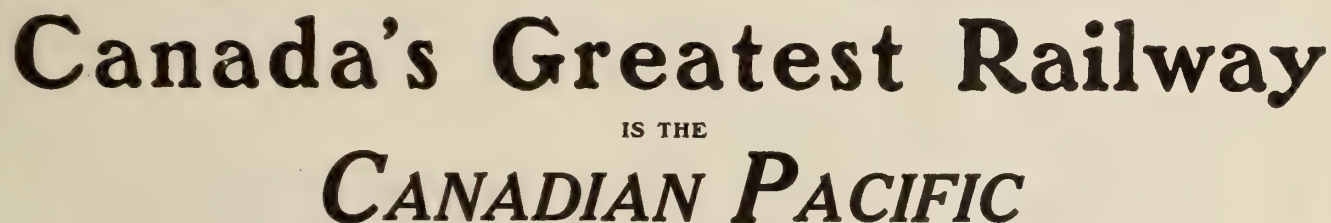
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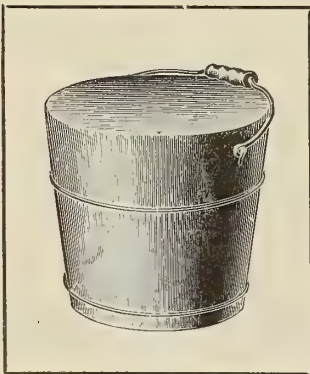
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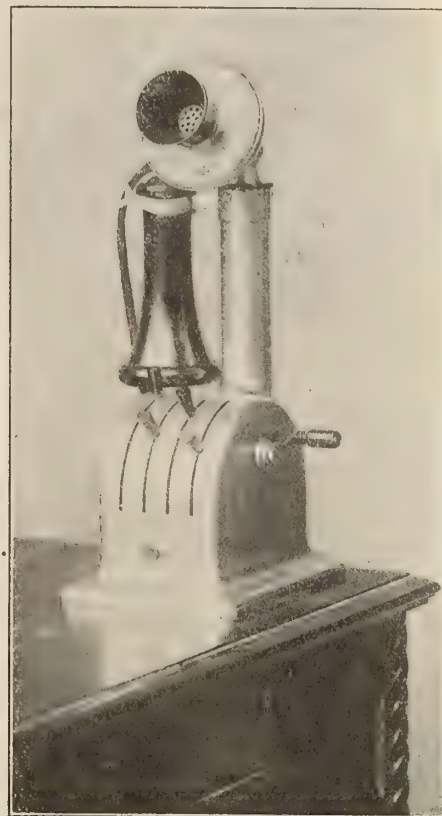
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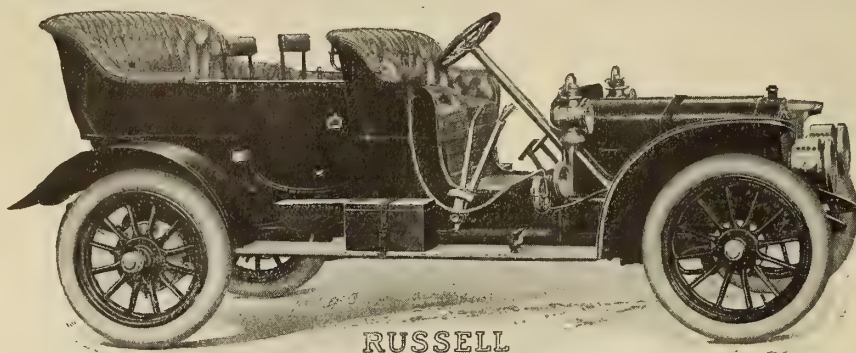
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ISSUED BY

The CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

Vol. IX

TORONTO, FEBRUARY, 1909

No. 7

INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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COMMENT OF THE MONTH.

The Town and Its Paper.

AS the boy never really feels that he is a man until he has succeeded in growing a crop of hair on his upper lip, so the town is never satisfied until it has its local paper. In most cases the local paper is one of the best institutions in the town, and gives it inspiration and vim. From the "earliest days" it has been an unwritten law that the local paper should boost its own town, hold it up to the admiring gaze of all its readers as the one spot on earth where life is worth while. It is, therefore, a severe shock—to the newspaper man, a sacrilege—to find a paper going out of its way to knock its own town and try to frighten people away from it. And this is the service that the "Toronto Daily Star" has set itself out to do for that city. It has been writing leading articles on its front page, under great display headings, which are designed to convince people that Toronto is the worst town in America for a man to attempt to live in. It gives figures, alleged to be facts, to prove that the citizen

of Toronto is being robbed by the butcher, the baker, and the tailor, not to mention the coal man and the ice man. It tells its readers how much cheaper living is in the United States city across the lake, and the inference is that the wise man will take the first opportunity of shaking the dust of Toronto off his shoes, and move over to Buffalo. This is certainly a nice business for a local newspaper to engage in. One would think that the *Star* must be anxious to cut down its subscription list, now that white paper costs so much, and, fearful that a rival might get the subscribers it discards, it is anxious to drive them out of the town. However, that is not the *Star's* aim. Its knock at Toronto is really an attempt to get a left-handed jab at Canadian manufacturers. Protection is the cause of the high prices in Toronto it says, and suggests a lowering of the tariff as a means of bringing prices down. It does not explain, however, how it happens that Buffalo, with twice as much protection is so much cheaper a town to live in. The real truth is, and the writer has had actual experience in keeping house in three different cities, including Toronto, that Toronto, for its size, is one of the cheapest, if not the very cheapest, city in America. The fact that a stove can be bought in Buffalo for \$40.00, and one in Toronto for \$60.00, does not mean anything, until we know that it is a similar stove. The *Star's* reporter may be very clever, but when

FREIGHT SCHEDULES OF VALUE.

The following letter has been received from the Montreal Rolling Mills Company. It is one of several on the same subject.

"Referring to your note in January issue of INDUSTRIAL CANADA, enquiring whether the freight tariffs which you have begun to publish in this paper are of interest to us. We have pleasure in advising you that this information is of value to us, and as an instance would mention that in perusing list referred to, we discovered a change in rates affecting our goods of which we had not been previously aware. We have no doubt you will find that manufacturers generally will appreciate the work you are doing in this connection."

he comes to comparing prices in stoves, boots and shoes and clothing, we doubt whether he is an expert in any one, or that his judgment of values is worthy of consideration. You can buy stoves in Toronto for \$7.00 as well as for \$60.00, and we venture to say that the value you get in Toronto, whatever the price, is 10 to 25 per cent. better than you can get in Buffalo. There is no use going into a long discussion of the question. The assertion that Toronto is the dearest city to live in is so ridiculous, that it refutes the whole argument of the *Star*, which would be better engaged in promoting the interests of the home city, than discrediting it in a vain attempt to get a rap at the manufacturing interests of the whole Dominion.

Germany and Technical Education.

AT the close of the Franco-Prussian war, Germany exacted an enormous war indemnity from France, which it was thought would cripple that country for many generations, if not impoverish it forever. France, however, survived, and is to-day one of the wealthiest countries in the world. Germany, on the other hand, set out on a career of lavish expenditure, which soon exhausted the millions she had taken from the French, and left her hopelessly committed to vast undertakings which plunged her heavily in debt. To meet this, money had to be raised, and all manner of taxation was resorted to, till to-day the German people are burdened with a load of taxation under which almost any other nation would sink into abject poverty. Notwithstanding this awful handicap the Germans have forged to the front as a manufacturing nation. In natural resources they are the poorest of the great nations. Much of their land is arid, and the best they have is but poor compared with the vast tracts of agricultural lands in this country. In short, Germany had everything to keep her back, but despite it all, she has gone ahead at a rate that no other nation has been able to equal. The explanation of her success is simple. She was wise enough to see the one great advantage which she could "acquire" over her rivals, and that was to make her workingmen the most proficient in the world. To this end technical schools were established for the training of the workers, and through this means, and this means alone, Germany has overcome the disadvantages of debt, taxation and lack of natural resources, and has developed her industries to such an extent that she is able to challenge the world, and more than hold her own in the war of commerce.

Canada and Technical Education.

IF technical education can raise a country to the front rank amongst the commercial nations of the world, despite such tremendous disadvantages as Germany had to contend with, what would it not do for a country like Canada, endowed with every natural advantage, and overflowing with natural resources? This is a question

worthy of the most serious consideration of those who have the shaping of our destiny committed to their care. The building of railways, the developing of water routes, and the settlement of our vast farm lands, important as they are in the building of a nation, are, after all, but secondary. With properly trained workingmen, all the rest would come; without them we are struggling under a handicap greater than the natural disadvantages of the Germans. How long are we going to remain blind to our opportunities? Despite the lesson of Germany, and all the discussing and urging we have indulged in, as yet we have done little more than play with this vitally important subject. As Lord Grey recently said in an address, our most important cities are still far behind the least important towns in England in providing schools for the training of the workers on whom our industrial success depends. We have long made a boast of our school system, claiming it to be the finest in the world, but until we have done, not something, but everything possible to enable our workingmen to obtain a practical, technical education, our schools are more of a reproach than a matter of pride.

The Intercolonial Railway.

THERE has been considerable discussion recently as to the best method of operating the Intercolonial Railway, in order to make it a paying institution. Rumor had it for a time that first one and then another of the big railway lines were to take possession of the Government road, either by purchase or lease, and incorporate it with their own lines. Whether those rumors originated in someone's imagination, or were set in motion by interested persons in order to ascertain how such a proposal would be received by the public we have no means of telling, nor does it greatly matter now that the Minister of Railways has definitely announced that the Government intends to hang on to the property. If, however, the rumors were set going as feelers, the people of the Lower Provinces left the Government in no doubt as to what their opinions were. If the Intercolonial were handed over to a private company, the people down by the sea, judging by the protests they made against the mere suggestion, would rise in rebellion. Notwithstanding their emphatic stand in favor of Government ownership, they realize that the road cannot continue to be operated as it has been in the past. Something must be done to get it on a better financial basis, and the something has to do with the management rather than with the ownership. The best suggestion is that its operation be placed in the hands of a commission wholly independent of political influence. The success of the Ontario Government Railway has demonstrated the advantages of this method of operating a Government owned railway. The T. and N. O. Railway has been a paying proposition from the start, and its management under the commission has been a success in every way. It is reasonable, therefore, to assume that the same methods applied to the Intercolonial

would produce the same results, and there is no need of the country giving up the ownership of the property in order to secure successful management.

The French Treaty.

THE Senate of France has refused to ratify the treaty with Canada as originally agreed upon by the representatives of the two countries. While no vote on the question has been taken in the Senate, the committee of that body that had the matter in charge have made it clear that the treaty will never be ratified as it came to them. Hon. Mr. Fielding, the Canadian Minister of Finance, in conjunction with the British Ambassador, is now working on amendments, with a view to making the treaty more acceptable to the French Senate. It is understood that Canada, under a supplementary convention, renounces certain of the privileges granted us in the original document. It is stated that this supplementary convention deals with certain limitations on the export of live stock from Canada. Negotiations still proceeding are said to concern the question of Switzerland's most favored nation rights. The treaty seems to be undergoing so many changes that it will scarcely be recognized when it gets back to Canada

again, if it ever does. Mr. Fielding is hopeful however, that he will be able to get it patched up sufficiently to satisfy the French Senators, and let us hope that in doing so he will not dissatisfy his friends in Canada.

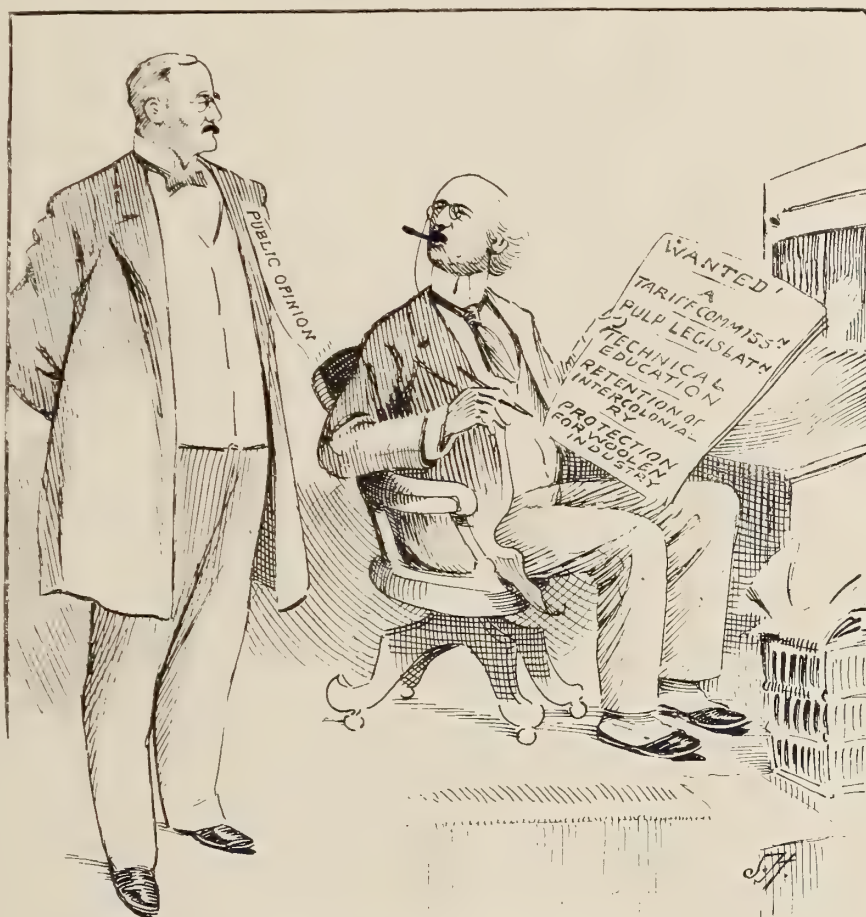
The Opening of Parliament.

ON Thursday, January 21st, His Excellency the Governor-General formally opened the first session of the new Parliament. The Speech from the Throne was, as usual, a document containing more formality than meat. Of promised legislation the Speech contains very

little indeed. We are told that the members will be asked to consider a measure relative to insurance, which may develop a good deal of interest to the manufacturing interests of the country. A measure dealing with bribery is one which promises well, and will be welcomed by all honest dealers. The promised measure is to be based upon similar legislation enacted in 1906 by the Parliament of the United Kingdom, aiming at the repression of the payment of secret commissions and gratuities, both in public and private business. Dealing with this question in the last issue of INDUSTRIAL CANADA, we pointed out what an evil the custom of purchasing the buyers of large concerns had grown to be. If the proposed measure has the effect of

putting an end to this kind of bribery, there is no one who will welcome it more than the honest manufacturer, who sells his products on merit.

Jogging His Memory



Public Opinion presents Sir Wilfrid with a little list.

We Must Look Easy.

WE Canadians must look easy to our friends across the line. When they want anything that Canada has, they seem to think that they have only to ask for it, and it will be handed over to them. The development of the St. Lawrence route has been hitting New York hard. Grain shipments from the West have been going to Europe through the St. Lawrence and Montreal, almost

to the exclusion of New York. During the past season, New York's export trade, particularly in grain, fell off to such an extent that several of the lines running to that port either laid their vessels up or transferred them to the St. Lawrence. Something had to be done, and this is what our clever friends propose: To build a canal from Lake Champlain via the Hudson River to New York, and by this means divert the traffic now going to Montreal. In order to connect Lake Champlain with the St. Lawrence, however, it is necessary to have a canal of equal capacity through Canadian territory. Without the Canadian end, the rest of the canal would be no better than a land-

locked ditch. To overcome this difficulty, our friends struck upon a brilliant plan. They got a deputation which they sent to Ottawa to request the Canadian Government to construct the Canadian end of the Canal for the benefit of the port of New York. We must certainly look easy to our friends on the other side of the line.

Provincial Legislation.

ONE of the greatest handicaps to interprovincial trade, is the lack of uniformity in the laws of the different provinces. A transaction that is legal in one province is illegal in another, a safeguard that is effective in Ontario may be useless in Nova Scotia, and so on until the man doing business throughout the Dominion is so mixed up that very frequently he is at a loss how to act. Indeed some of these variations are carried to an extreme that borders on the ridiculous. For instance, a man who obtains the degree of M.D. from McGill University, acknowledged to be unexcelled as a medical school on this continent, is privileged to practice medicine in the Province of Quebec. If, however, he crosses into Ontario to attend a sick person he commits a criminal act, and leaves himself liable to prosecution. Common sense tells us that a man who is capable of treating diseases in Quebec is capable of doing so in Ontario, or any other province. In dealing with the rights of manufacturers selling goods in the various provinces, there are many laws fully as much at variance. For instance, in some of the provinces, a manufacturer can sell a piece of machinery subject to a lien which protects him in case of failure of the purchaser, while in other provinces a landlord can walk in and seize it for rent any day and the seller has no redress. Then, again, in the collection of the succession tax, the laws vary in nearly every province. In Quebec, for instance, the tax is enacted on the entire estate, no matter what portion of it may be situated in another province, where it has been already taxed. An estate that is partly in Quebec and partly in Ontario, will have to pay a double tax on that part of it which is in the latter, if the testator happens to be a resident of the former. In New Brunswick the law is the same as in Quebec. Ontario and Prince Edward remit the tax on that portion of an estate which is in a province that gives reciprocal treatment. All the other provinces remit the tax on that portion of an estate which has been taxed elsewhere to an amount equal to the tax provided for under their own statutes. It will be readily seen how unjust this is to the man who has a national business, and is consequently compelled to hold property and have interests in the different provinces. These are only some instances of the conflicting laws of the various provinces which are a handicap to trade between the different parts of the Dominion. There should be some action taken to remedy this condition, and so reconcile the laws of the various provinces that the business man who understood how to do business legally in one province, would feel safe in doing business in any and every part of Canada.

The Rights of Property.

M R. JUSTICE RIDDELL in rendering judgment recently in the Cobalt Lake case made a statement regarding the private rights of property that has been widely commented upon, and which has drawn attention to a weakness in the Constitutions of our provinces which is calculated to discourage the investment of capital in Canada. The substance of the learned judge's statement is that the Provincial Legislature, being supreme within its jurisdiction, "is restrained by no rule, human or divine." It can take away acquired rights of its citizens in property, and there is no necessity of compensation being given. There is an appeal pending before the Privy Council in this particular case, and should it uphold the action of the Ontario Government, as the provincial courts have done, the situation would be serious indeed. It would mean that there was less security for property in Canada than in any other country in the civilized world, and with this condition advertised broadcast, it is easy to guess the effect it would have on the investment of capital in this country. Should the province be upheld, and the judge's interpretation of the laws sustained by the Privy Council, an amendment will have to be speedily made if we are not to get a setback in the development of the country. We need capital, and a lot of it, and in order to get it, as well as for our own security, we have to see to it that not even the legislature can interfere with vested interests without making adequate compensation. We cannot expect people to invest capital if it is within the power of the legislature to rob them with impunity.

The British Income Tax.

WHILE Great Britain is still upheld as the great example of the benefits of free trade, there are many methods by which she gives protection to her manufacturers that is as effective as a customs tariff. We have in former issues dealt with the method by which she uses the patent act to protect home industries, and our attention has recently been drawn to the fact that she uses the income tax to the same end. The Department of Inland Revenue defines as persons liable to assessment to income tax: "All persons resident in the United Kingdom, whether subjects of His Majesty or not, in so far as they derive incomes from property, trade, or employment in the United Kingdom." Under this definition the agents of colonial and foreign firms have been called upon to disclose the profits which they and the firms they represent are making in the United Kingdom. The purpose of getting this information is to enable the department to tax the outsider, and if this tax is not protection, under another name, it would be interesting to know how to define it. To our mind, it amounts to the same thing, whether it is taken at the port of entry in the form of a customs tax, or collected later under the name of an income tax. It means that the outsider has to pay for the privilege of doing business in the United Kingdom. In this country the foreign trader pays the customs duty at

the port of entry and keeps all he makes by the sale of his products; in England he is allowed to come in free, but he is not allowed to get out without paying over a part of his profits.

The Crop Report.

THE crop report for the whole of Canada has been issued by the Government, and it will be a surprise to some people. It has been the custom in recent years to talk and think of crops in Canada as though they were all raised west of the Great Lakes. Nothing much has been said of Ontario or Quebec as agricultural provinces, yet both these provinces, in field crops alone, beat the West, Ontario more than double. But in Ontario and Quebec field crops are only a part of the entire production of the farms, and not the larger part either. The fruit crop, the dairy products, and the beef and bacon, and poultry and eggs, run the grand total up to such an enormous figure, that the Great West will be doing well if it equals it within the lifetime of the present generation. What makes the West so interesting and so much talked about is because it is new, and being new its buying capacity is

far greater for its population than any other part of the Dominion. In the older provinces the farmers are already stocked with their needs, and their purchases are confined to renewals. In the West, the new settler has everything to buy, from the land to the home he lives in, the furniture he uses, and every piece of machinery required to work his holdings. The West comes to Parliament with all kinds of demands, and talks as if there were nothing else to the Dominion, and most people have come to regard that portion of Canada as of prime importance. It is well, therefore, to call attention once in a while to the

fact, that even as a farming country, the two oldest provinces, are still by a very big margin, the two largest. It is also worthy of note that the manufacturer, the merchant, and the farmer of the East still continue to pay the bulk of the country's revenue, and should be considered first in all national undertakings. The development of the West is of vast importance to the whole of Canada, but it should not be forgotten that the people of the East are the ones who are called upon to pay the greater part of the cost.

What Mr. Canuck Does Not Get



A Rumored Report.

THE London (England) *Times* recently published a report to the effect that the Canadian Commissioner who had been looking into the woollen industry in Great Britain had completed his task, and would report to the Government upon his return that the Canadian woollen mills were sufficiently protected under the present tariff. The *Times* does not state its authority for this assertion, but it sounds peculiar. We should have thought that an examination of the woollen industry in Canada would have been a better means of arriving at whether or not the present tariff gives the manufacturers in this

line adequate protection. The fact that the woollen industry in Canada is being wiped out by the unfair competition with which it has to contend is known to everyone who reads the daily press. The idle woollen mills that dot the country—almost from coast to coast bear eloquent testimony to the inadequacy of the tariff. The report of the commissioner who has been looking into the condition of the industry in England, will be a remarkably strong one if it can overcome the eloquent silence of the deserted woollen mills of Canada.

Canadian Stores.

AN idea that is worthy of more than passing notice was suggested to us recently. The complaint is often made, and justly too, that Canadian products are as often disposed of as foreign goods, as sold for what they really are. This is particularly true of the better class of woollens. Merchants anxious to make a sale do not hesitate to represent Canadian tweeds as Scotch, and it is saying a lot in favor of the home product that neither in appearance nor wear is the purchaser ever able to detect the difference. However flattering this may be to the Canadian product, it is not desirable for business reasons that the Canadian manufacturer should be deprived of the credit that is his due. It was with a view to securing to the Canadian manufacturer the reputation which is his due that the idea referred to above was suggested. The idea is for the manufacturers of various lines to club together and establish retail stores of their own in the large centres throughout the country, where nothing would be offered for sale that was not "Made in Canada." Such a string of stores, stretching across the continent, and backed up by a vigorous advertising campaign, would do more to educate the people of Canada as to the merits of Canadian products, than anything else that could be undertaken. Moreover, there is no reason why such a scheme should not prove exceedingly profitable to those who undertook it. There is scarcely any need of the people which is not supplied by some manufacturer, but few of the people know this, and are under the impression that we have to depend upon the foreign manufacturer for our requirements. A system of strictly Canadian stores, handling nothing but "Made in Canada" products, would correct this wrong impression and demonstrate the superiority of Canadian products for Canadians.

The Unemployed.

NOTWITHSTANDING improved conditions, we have still quite a body of the unemployed, and recently in Toronto they have been displaying some of the aggressiveness which has made them such a source of worry to the governments of Europe. This is to be accounted for in a large measure by the fact that the majority of those who form themselves into processions and listen to inflammatory speeches, are foreigners, or, at least, emigrants. Looking over a crowd of the unemployed congregated around the City Hall in Toronto, recently, we were forcibly struck by the strong resemblance it bore to a crowd we once saw congregated on the Victoria embankment in London to partake of a free bun feed. The Toronto crowd looked to us very much as if it had been recruited from the London mob. We may be wrong in this, but we do know that some mistakenly zealous so-called charitable societies have been busy for years shipping out the unemployed of London and other large cities to Canada, and we would not be surprised to discover that the Toronto unemployed is largely made up

of these importations. Now that they are here they have to be dealt with, and if need be, taken care of. We cannot allow them to starve, but the condition in which they are found to-day ought to be a warning to those misguided persons who sent them here in the first place.

The Outlook.

THE New Year has begun with great promise. The railways, which eased up on their expenditures during 1908, owing to the tightness of the money market, are preparing for heavy expenditures this year. The Canadian Pacific has a big programme for improvements and extensions, and the Grand Trunk Pacific will continue to push construction of its line vigorously. These undertakings mean the circulation of many millions of dollars amongst the wage earners, who in turn create a demand for all manner of commodities which means fresh calls on the manufacturer. The spring promises to open strong in the building trade also, and if next season's crop proves a good one, by the fall we will have forgotten that times were hard in 1907 and 1908. Already the improvement is marked along the line, and an air of confidence and buoyancy has displaced the feeling of depression which hung so heavily on all of us only a few weeks ago. The turn of the year seems to have brought with it a turn of the tide which is being welcomed by everyone.

The Dumping Act.

THE enforcement of the Dumping Act is still far from what it should be. The manufacturers of ladies' waists, whitewear and similar goods are being seriously handicapped by reason of the large quantities of these wares that are being slaughtered in Canada by United States manufacturers who are in need of the money. That the Government does not put a stop to this is not because they are unwilling to do so, but because the thing can be and is done under their very noses and they do not know it. The officers of the department under the control of which the enforcement of the Act comes are not experts in the valuation of goods of this description, and are constantly allowing consignments to go through that should be held up. It is not their fault, because they neither know nor can be expected to know when they are being imposed upon. What is really needed is an expert taken from some factory, who has had the training to make him competent to fix values in such cases. We have instanced the whitewear business because we have recently heard numerous complaints from manufacturers in that line; but there are others who suffer from the same cause, and experts in their line ought also to be attached to the Customs service of the country. There is no use having a law to prevent this class of unfair competition if we have not the officials with the required knowledge to detect attempted evasions of it.

D. M. COUGHLIN.

EXPRESS RATES AND MANUFACTURING INTERESTS.



Mr. J. E. Walsh

PROMPT and vigorous action on the part of the Transportation Department of the Canadian Manufacturers' Association and of individual shippers during the past month, prevented the Express Companies from getting away with a deal which would have cost manufacturers thousands of dollars a year in increased charges. Ever since the Express Companies were placed under the jurisdiction of the Railway Commission, that body has been going to investigate the companies, with a view to deciding upon the reasonableness of their tolls and the adequacy of their service. Pending this investigation the companies were empowered to continue the rates in force on March 1st, 1907, but in no case to increase the rates until a complete tariff was approved by the Board. This temporary arrangement was enlarged from time to time till the end of 1908.

In October the companies, on the plea that the old tariffs and classifications were out of print, got the Board's approval to a new tariff to be effective Jan. 1, 1909.

That the conditions were not improved soon became apparent. Acting for millinery, dry goods, stationery, brewing and other manufacturing interests, the Association protested against the new rates. Increases were put through by various devices, by changing the classification, by adding conditions, etc. In the case of the brewers, a charge was made for returned empties, although these had been carried free heretofore. Millinery manufacturers were very seriously affected by the insertion of a new rule providing for the estimating of the weight of a parcel by measurement, whereas formerly actual weight alone counted. A minimum weight was also fixed at 30 lbs., thus adversely affecting the millinery interests. By the elimination of Section A. a graduated scale was substituted for the old pound rate in certain articles. As a consequence, where the rate was \$1.50 per 100 lbs., a parcel weighing 37 lbs. would, under the graduated scale, cost 90c., whereas under the former lb. rate, the charge would be 56c. Section B., granting a special rate to a wide range of articles such as cereals, was also eliminated. Again the special rate for continuous shipments of small parcels was cancelled. This would have affected one manufacturer alone to the extent of several hundreds of dollars a year.

When these facts were placed before the Commission, the tariff was promptly cancelled. The advantage, however, of having some efficient machinery for fighting such encroachments was amply proven.

SOME PROVISIONS OF THE CUSTOMS ACT.



Mr. R. W. Breadner

"ONLY a few days ago a member of this Branch in a casual conversation in my office, ascertained that on four importations, fortunately not large shipments, he had paid an excessive amount of duty. In two cases he had paid 20 per cent., while the goods were free." Mr. Breadner, Manager of the Tariff Department of the Canadian Manufacturers' Association, made this statement at a manufacturers' dinner recently held in Toronto. The member referred to was one, too, who was particularly well informed on tariff matters. The only inference that can be drawn from the incident is that many manufacturers are losing money by a failure to take advantage of the opportunities granted by the Customs Act.

The present tariff does not provide such a degree of pro-

tection that manufacturers can afford to neglect any element in it. It is a case of sailing pretty close to the wind, at the best. In many cases two or three per cent. either way might spell success or failure. An accurate knowledge of the Customs regulations in respect to the articles pertaining to any industry is essential to the successful participation in that industry. Profits are not so large that one man can afford to pay continually a higher price for his materials than his competitor.

An example of just one point which seems to have been overlooked by many will illustrate how costly a lack of knowledge may be. In respect to goods manufactured from imported materials on which duty has been assessed, a drawback of 99 per cent. of the duty paid, in cases where the goods have been exported, is granted. Manufacturers have been exporting goods for years without ever knowing that they were entitled to this rebate. Mr. Breadner referred specifically to one member of the Association who had benefited to the extent of nearly \$1,800 in drawbacks as a result of information he had received from the Tariff Department of the Association.

In view of these cases, and numerous others which are just as striking, it would be well for manufacturers who are importing raw material or are exporting finished products, to inform themselves of the conditions under which they are paying duty, and where there is a seeming unfairness to enlist the services of Mr. Breadner towards getting the discrepancy rectified.

TORONTO'S HIGH PRESSURE SYSTEM AND INSURANCE RATES.



Mr. E. P. Heaton

DURING the month the long-looked-for action on the part of the Canadian Fire Underwriters' Association in the matter of reduced rates for Toronto has taken definite shape. It was announced that a reduction had been granted on the key rate of 50c. on the building and 25c. on the contents. The general interpretation of this reduction by the daily press was that it would afford a saving of 25 per cent. on the insurance premiums, and no contradiction of this statement was made by any of the officers of the Underwriters' Association. This was, however, found to be very misleading. An actual examination of about one hundred risks affected, by the Insurance Department of the Canadian Manufacturers' Association showed that the average reduction on the buildings was 13 per cent. and on the contents 9 per cent. This result was so disappointing that the Executive of the Toronto Branch asked the Insurance Committee to look further into the situation, as a result of which a strongly worded protest was passed by the Insurance Committee, and having been approved of by the Executive Council at its last meeting was forwarded to the Mayor and Corporation of the city.

The Secretary of the Underwriters' Association has characterized as absolutely untrue the conclusions of this resolution, but this has not by any means settled the dispute. The members of the Canadian Manufacturers' Association will naturally look with some interest for such further explanation as will enable them to understand the situation. As it now is, the average reduction that is being allowed by the Underwriters' Association is 25c. on the building and 25c. on the contents, subject to a deduction of 15 per cent. for the Co-Insurance Clause, and how this can be interpreted as a reduction of 50c. on the building on the key rate, and 25c. on the key rate on the contents is one of those mysteries that can alone be elucidated by the officers of the Underwriters' Association.

AUTOMOBILES OF CANADIAN MAKE

Besides Giving a Maximum of Comfort, Canadian Automobiles are Superior to Foreign Makes Because They are Built for Canadian Conditions. Some Points of Superiority.

A GLANCE at the procession of motor cars on the streets of our large cities will prove that the automobile industry is in a flourishing condition. A procession it certainly is, for the honk-honk of horns and the speeding past of cars almost makes the onlooker believe that he is in the minority in not being a proud possessor of one.

A tourist in Canada last year made an observation which has a direct bearing on the subject of this article. It was on



A Holiday Party in a McLaughlin-Buick

the streets of Toronto on a summer evening when after observing the automobiles for a while he remarked on the great proportion of good cars there were in the city.

He was referring to the quality, the "class" of the automobiles. The writer took particular note for a few minutes thereafter. The next five cars which passed were big touring cars. They were handsome, luxurious. As they glided past they were the embodiment of comfort. Everyone of the five cars was a Canadian make.

Canadian Cars are Superior.

That is a point worth dwelling on. For "class," for quality, for luxuriousness, Canadian cars are unexcelled. Quality is a big word in this connection. Whether it be a consideration of comfort or of serviceability quality must be there. A satisfactory car whose chief use is to be in Canada must have the quality which is applicable to Canadian conditions.

The meaning of this is apparent. Roughly speaking, in other countries from which Canada buys cars, the main roads are uniformly excellent. Here, on the contrary, a good stretch of road alternates with a strip which is characterized by all that is objectionable. The good roads movement has not filled all township councils with an ambition to emulate their neighbors.

The automobile, then, that is built to run on the city streets and almost equally level country roads of an older country, will not necessarily make good when those condi-

tions of running are changed. Quite the contrary. A car is built to meet certain requirements. The set of the body, the springs, the weight and strength of individual parts, are all fixed with a view to certain strains and usage which are observed with the utmost care. But the observations and investigations are carried on in the country which provides the chief market for the car. Hence in France a car is built with the one object in view of making it most satisfactory in France; in the United States, similarly, the United States conditions govern. A model is worked out and all cars are built to that model. It would be impracticable for any foreign manufacturer to work out a different design, and have new parts made for the few cars he ships abroad. He does not attempt to do so.

Designed for Local Conditions.

Exactly the same thing holds good in Canada. A car made in Canada is designed with an eye to Canadian conditions of running, roads, climate, etc. If the car will be expected to run from a level road over a section deep in ruts, the set of the body must be arranged so as to meet this condition. Where grades are numerous, special details of construction become necessary. Other conditions there are which are similarly local to this country, and which call for a distinct type.

This is the point which makes the made-in-Canada idea particularly strong in this industry. The advantage of buying Canadian cars does not rest on sentiment alone, but on good hard facts, the knowledge that because they are made in Canada they are *prima facie* better. They are off to a better start.



An Oldsmobile

There can be no question, either, about the advantage of being near the factory. There is always a possibility of something happening which will require the substitution of new for old parts. It is a small matter to have the change made if you are within close reach of the factory where the parts are made. It is in reality only a question of a few hours time. Not so where precedence is given to home clients, and where a customs official has to be dealt with.

Many Styles at Various Prices.

An inspection of the models presented on these pages will show a variety of designs which will satisfy the demands of the most fastidious. There is certainly no reason for going outside the country for an automobile. Everything that goes to make a car serviceable and attractive is included in the

various grades and styles now being supplied to the Canadian public by Canadian manufacturers.

From the light runabout o r



J. C. Eaton in a 1909 Russell Runabout

high wheeled motor carriages to the most luxurious touring cars every style is included in the offerings. Hence there is no justification or requirement for a buyer, especially a manufacturer who recognizes in his own business the advantage of Canadians buying goods that are made in Canada, going outside the country to buy a foreign made car.

The popularity of motoring grows with the years. It has become a part of the life of many business men. After a strenuous day at the desk or in the factory it gives a relaxation which invigorates the mind and body. Motoring is an antidote to the strenuous life.

Canadian Companies Making Cars.

Several companies are now making automobiles in Canada, including the Canada Cycle and Motor Co., the Ford Motor Co., the Oldsmobile Co., the McLaughlin Motor Car Co., and the Tudhope-McIntyre Co. These companies have all undertaken the manufacture of cars here, because foreign models were not suitable to Canadian roads. They have studied Canadian conditions and, as a result, there is little criticism on the ground of defective design or workmanship in the cars produced by them. A Canadian car has become synonymous with a good car.

A calendar has been received from the Waterous Engine Works Co., Brantford, containing an illustration of the plant of that company.

HOW TO PREVENT FIRES FROM ELECTRICAL EQUIPMENT.

1. Don't use key sockets in picker rooms, or in any room where there is fine dust or inflammable flyings; use keyless sockets, reinforced cord and wire guards.
2. Don't allow pieces of fuse wire or other metal strips to replace blown fuses; put in proper cartridge fuses.
3. The best of cut-outs and switches should be enclosed in fire and dust-proof cabinets in all places where inflammable dust and flyings are likely to accumulate.
4. Reinforced cord is the only cord that should be used in factories; ordinary cord is generally dangerous in such places.
5. Don't allow any one to tinker with your wiring, secure a good firm of wiremen, and hold them down to strict rules of Fire Underwriters.
6. Where possible try and have quarterly or periodical inspections by local inspectors.
7. Don't expose direct current motors to inflammable flyings or dust; keep them off floors where possible. (See Underwriters' Bulletin No. 18).
8. Avoid temporary wiring.
9. Cut off your current at night at the service switch and you will be at least secure from electric fires.
10. Don't abuse electrical inspector—he is not trying to sell you anything and his advice is entirely unprejudiced.
11. Don't use paper shades on lamps; this is very dangerous.

DEATH OF MR. HOOPER.

Mr. Angus W. Hooper, President of Wm. Dow & Co., Brewers and Malsters, Montreal, died in that city on January 18th, after a long illness. Mr. Hooper was one of the best known men in the business and social life in Montreal, and was also Consul-General for Denmark, and the representative of Wm. Dow & Co. in the Canadian Manufacturers' Association. Mr. Hooper was fifty-one years of age.



4-Cylinder, 25-h.p. Russell Beating an Ice Boat

FIREPROOF FACTORY DESIGN AND CONSTRUCTION

By E. D. PITT

Architectural Engineer

The Time to Plan for an Economical Factory is when it is being Designed. The Elements of Cost which must be Considered.

IN taking up the general question of fireproof factory and industrial plant design and construction, we are inevitably confronting the larger question of which material is best to use in connection with fireproof construction.

During the last fifteen years, in fact during the last five years, reinforced concrete has had a greater development as a material of fireproof construction than any other material known. Structural steel by itself, and also fireproofed with terra-cotta, had been worked out to a consistent conclusion, but its considerably greater cost, as compared with the standard of mill construction cost, namely, slow burning mill construction, had prevented its use in any but the most elaborate factories or the most simple wide span construction, such as foundries, etc.

Since Ransome built the Pacific Coast Borax Plant, at Bayonne, N.J., and his further development in California and elsewhere, and since United States engineers had investigated the remarkable work done in Europe in reinforced concrete, during the last fifteen years, there has been a wonderful growth both in knowledge and design in connection with this material.

Value of Reinforced Concrete.

Reinforced concrete appeals to the practical engineer and to the prospective owner as at once low in cost as a material and capable of the widest range of work in construction. The idea of producing, direct from natural resources, an industrial result as enduring as the Egyptian pyramids is fascinating in the extreme; and when this enduring result is coupled with low cost, the best possible combination is arrived at.

The final question as to how fireproof concrete is, seems to have been well proved at the San Francisco fire, where

reinforced concrete withstood the test with remarkable results; this and a number of other tests have proved that properly made concrete will withstand the most intense fires, with less damage to itself than any known material.

The writer had the pleasure of talking with the President of the Edison Portland Cement Co. on this point a few days since; this gentleman related the story of a fire which took place in one of his reinforced concrete factories in Brooklyn, where \$5,000 worth of cork board was burned up in one room, heating beams of the floor above very hot, but with no greater damage than was made good by the expenditure of fifty cents for repairs. The machine shop of the plant was on the floor above, the men keeping at work during the progress of the fire, which was extinguished by chemicals.

While this may be an exceptional case, yet the experience of other factories and warehouses of reinforced concrete throughout the country will bear out the claim that reinforced concrete is at once the most perfect and the lowest cost fireproof material for industrial plant construction at present known, or likely to be known in the near future.

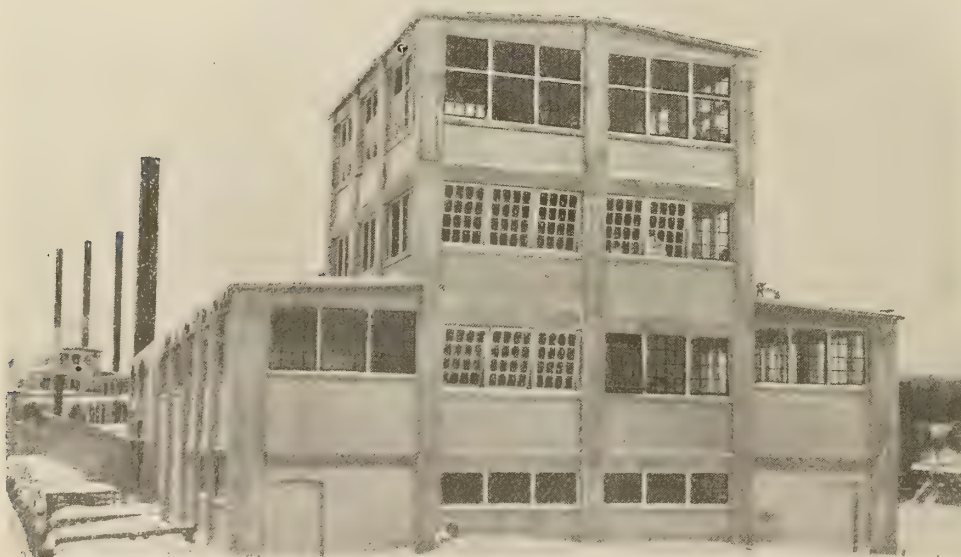
Cost of Various Buildings.

The fact of the writer being engaged exclusively in fireproof industrial plant design and construction has led him to investigate the comparative cost of slow burning mill construction and reinforced concrete; as a result of this investigation he is satisfied that strength for strength the latter is as low in cost as the former, always considering the former under the best requirements of the underwriter rules, and the best advice and practice of the New England Mutual Fire Insurance Company's rules, where slow burning mill construction has received its greatest and most perfect development.

It is useless to compare reinforced concrete with the slipshod, miscalled, slow burning mill construction, which is so common throughout the country.

But, taking the ordinary conditions that now prevail in the more settled portions of Canada adjacent to the large cities, it can be fairly said that reinforced concrete is the most economical material in the world for fireproof construction. Where timber is very low, and labour on an equal basis, the timber construction has an advantage in first cost.

Throughout the middle west states reinforced concrete is as cheap as slow burning construction for the general mill type; the same is true for the economical size and type throughout New Zealand and some parts of the Southern States.



The Plant of the Wood Products Co. at Donald. A Modern Plant Just Completed.

The far-seeing, sound business man will always look on the final cost after years of use, when he will find that the ledger will show lessened insurance rates, practically no cost for repairs and up-keep, and an increase in work accomplished in direct relation to the increased advantages of greater light and more sanitary and perfect design, than under the old style of solid brick walls and interior timber construction.

A Typical Example.

Insurance and insurance rates are a very important side of fireproof construction and the case in hand will illustrate the benefit of fireproof construction in concrete.

The case is a knitting mill in Ontario. Insurance rate on slow burning mill construction building 40c. and on contents 65c. Insurance rate on reinforced concrete building 20c., and on contents 45c., both the above being subject to the 80 per cent. co-insurance clause. Stock to be carried would average \$110,000, so that in case there were any difference in cost of construction a short term of years would easily make up the difference.

The average rate of insurance in the United States on reinforced concrete buildings is 36 cents, against 75 cents for slow burning mill construction.

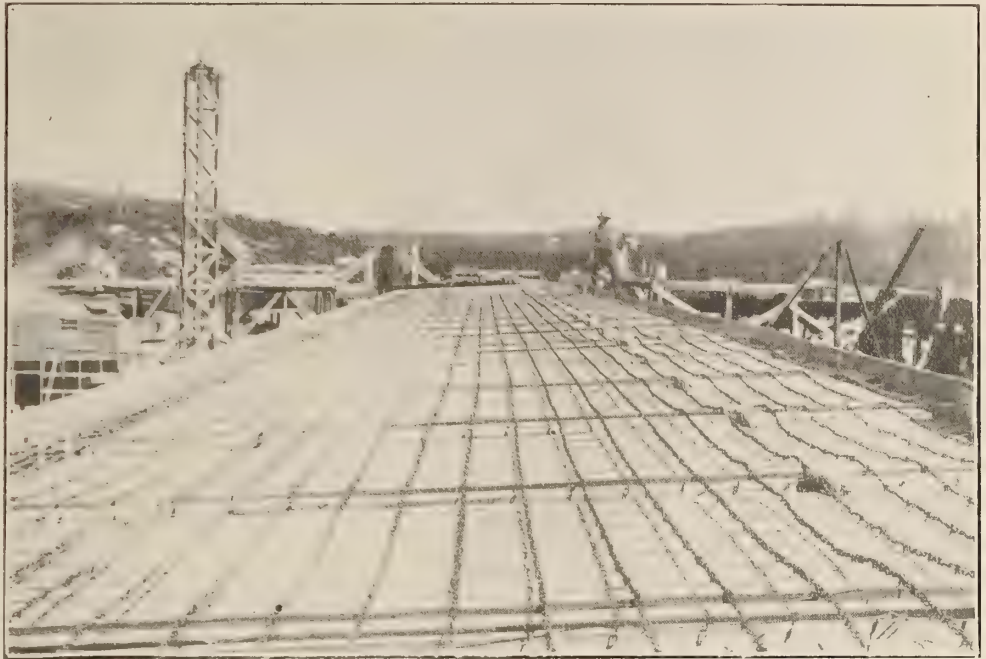
In many instances where the owner can afford to install an efficient sprinkler system to protect contents and stock in a fireproof mill, it has been found advisable for the owner to carry his own insurance by means of a sinking fund, this showing the remarkable confidence which advanced owners have developed in connection with this type of construction.

The writer's experience is that some form of insurance is well worth its cost, but under the conditions of reinforced concrete mill construction the time is at hand when the cost of insurance will be nominal, and the results a self-evident guarantee of its growth into universal use. Beyond this in an estimate of comparative advantage the individual requirements will govern each case, but, considering the entire question, by and for, the time is at hand, when in view of the enormous national loss due to fire, it would seem that the country's financial institutions would refuse to aid in the construction of industrial works, factories, and warehouses, that a few hours, nay minutes, of fire would totally ruin.

The fire loss during the last few years has reached the appalling average of two hundred to two hundred and fifty millions per year, with the San Francisco loss year reaching to six hundred million. On this tremendous total, insurance was placed yearly to an enormous amount, approximating five hundred millions.

What can we do to lessen this awful waste of the wealth of the nation? The answer is, build fireproof, or as nearly so as the exigencies of the individual case will allow.

From this general consideration of cost and fireproof condition we turn to the practical consideration of reinforced concrete fireproof construction, and other details.



Reinforced Concrete Floors in the Wood Products Co. Factory

Fireproofing Details.

The matter of fenestration, and whether or not fireproof windows should be used, is dependent largely on situation, immediate and future.

When a factory is located in a city in close proximity to other buildings, it is always the part of economy to use metal window frames, sash and wired glass. Country location, where fire space may always be secured, will enable a heavy type of wood construction frame and sash. This question always pre-supposing careful consideration of the nature of the contents and the question of adequate sprinkler installation for the protection thereof.

In a reinforced concrete mill the light admitted will be about 20 per cent. greater than with the best of other types, owing to the light skeleton type of construction made possible by the very nature of the material.

Ceilings and floors may be economically constructed either with or without beams and girders, the latter type giving especial advantage where sprinkler installation is advisable owing to the nature of the contents, and also giving the maximum of light into the centre of the building.

The comparative advantages of beam and non-beam construction must be settled in the individual case, however, and though of about the same cost in either case, the strength and safety may be considered as equal under each system.

The Original Design.

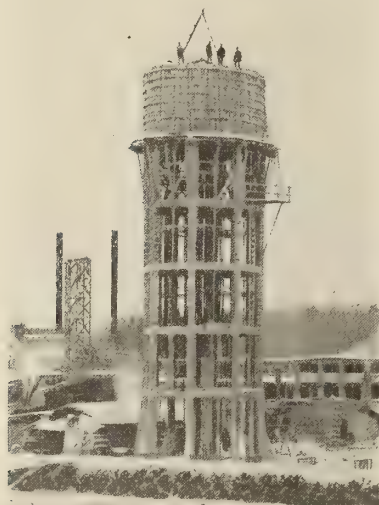
Provision for the attachment of hangers for shafting, fixtures for carrying pipes and electric light wires, and all other portions of the mechanical installation, may be economically made provided there exists that intimate co-operation between the designing engineer and the owner which will allow of the entire layout being schemed out upon paper before the actual construction process is commenced. In fact to the conscientious and capable engineer economies of construction and installation are of prime importance.

Usually the interior of a concrete building is treated with cold water paint of white or soft gray color, dependent on the light requirements; where a factory is planned of unusual depth transversely it is always wise to introduce a certain amount of ribbed or prism light in the windows.

Floor finish may be any one of several satisfactory methods, first is the usual concrete finish, worked in squares, and then left smooth or natural, or treated with one of the special concrete floor paints which produces a chemical combination with the concrete, and a smooth, durable and dustless finish. Hardwood, such as birch or maple, is good for some industries, but the developments of jointless monolithic type flooring, such as "Terrano," "Taylorite," "Monolith," or any one of several other similar finishes, will prove worthy of careful consideration by the practical owner who is working toward the ideal type for his particular requirements.

Stairways in a fireproof building are usually one of the most satisfactory features in connection with construction, as they may most advantageously be built either of solid reinforced concrete or by using one of the corrugated plate types fireproofed with concrete. Separation from the rest of the building in connection with the elevator is usually advisable.

The roof covering material is very important, as it should



A Cement Water Tank—The First of the Kind Built in Canada. The Wood Products Co. Factory.

be in itself non-inflammable. Such a material awaits invention, and the writer considers its final solution to lie along the line of making the concrete waterproof in itself, which can now be satisfactorily performed by one of several methods. However, we need a satisfactory waterproofing material which may be applied to a finished roof without the intervention of any of the wool or paper felts in connection therewith. All conductor pipes should be led down the interior to a central drainage system. This enables complete prevention of freezing, and its resultant damage. Conductors should preferably be of cast iron soil pipe, with a special type of conductor head with double strainer.

Systems of Re-inforcement.

Turning from considerations of detail to the broad question of reinforcement, we find a large number of safe and economical systems thereof in wide and successful use. Some have advantages over others, either in point of economy or combination. In general, we may say that that system which enables the most intimate connection between the concrete and the steel will prove to be the best; whether or not this system is yet in existence is not in the province of this paper

to present. The art of reinforcing concrete is developing with rapid strides, and we have now a combination which, under honest construction and good design, is fully as safe as structural steel from the standpoint of satisfactory and known material.

Portland Cement as at present made, under constant laboratory test and supervision, is a most exact material, and has an evenness of result only comparable to the best structural steel. Aggregates of first-class quality are obtainable in most localities, so that, taking the combination, when made under good and intelligent supervision, steel, cement, sand and stone or other aggregate may be so proportioned as to develop the best properties of each material, with a result which may be definitely shown by accurate test.

In design a satisfactory factor of safety should be used so that none of the materials shall be stressed beyond a safe working load under all normal conditions. Safe floor loads should be posted on each floor of a factory or warehouse, figured for both uniform and concentrated load, and under no conditions should these loads be exceeded.

A consideration of fireproof factory construction would not be complete without a survey of the three usually observed methods of contract. They are as follows:

1. Lump sum contract.
2. Percentage contract.
3. Cost-plus-a-fixed-sum contract.

Comparative Cost.

Lump sum contracting has been in the past the most usual form of general structural contract under which work has been performed, but owing to the mistakes of contractors, dishonesty on the part of many parties, there has grown up a general interest in and turning toward the second and third forms of contracts mentioned above, so that it has been found by repeated example that more honest and satisfactory results can be obtained thereby than from the older form of lump sum contract. The ordinary lump sum contract merely puts the contractor in the position of a gambler for the owner; whereas the two other forms enable the best of work at all times to be performed, under the direct supervision and interest of the owner. Especially is this the case under the cost-plus-a-fixed-sum contract, where the owner may be sure that he will get his building for the lowest cost consistent with good workmanship.

Reinforced concrete construction should always be done under the percentage or cost-plus-fixed-sum method, as then and only then may the owner be sure that his interests are identical with the contractor, and there is no incentive to do dishonest work. However, good work is done by all three methods, but better work can be done under the two last methods. The greatest engineering work of the day is being done by day labor, percentage or cost-plus-a-fixed-sum methods, and each year's work proves the advantages of one or the other of these three methods, as the case may determine.

Let our work of to-day be for the future, fireproof and enduring, that our children may reap the same reward that we will reap. Let our work be honest in design and construction, and let us give the owner, the engineer and the contractor every opportunity to complete each building, each industrial plant, in the most perfect manner consistent with economy of location and investment. Only thus shall we grow beyond the appalling loss of the nation's wealth by fire, and develop toward the conservation of our nation's resources, present and potential.

S. Davis & Sons, Ltd., have been incorporated, with a capital of \$750,000, to carry on the business of manufacturers of tobacco and tobacconists' supplies. The chief place of business will be Montreal. Maurice E. and Melvin H. Davis are directors.

GOOD LIGHTING IN MODERN FACTORIES

There is a Direct Connection Between Good Light and Good Workmanship. Quality and Quantity of a Workman's Productiveness Increases with Increased Light. How a Factory Should be Constructed to Attain Desired Results.

GOOD lighting has an effect on the productiveness of a factory. The output of a well-lighted factory is greater than that of one less properly supplied with light. In a word, it pays to give attention to the lighting factor.

Only within recent years has the importance of this element in construction been recognized. In choosing a site and style of construction for a building it is necessary to consider the shipping facilities, the location of raw materials, and the market; but this isn't all. The conditions under which the workmen must work is no less important, and of these conditions light comes first. Bright surroundings induce a good frame of mind in the workman. He goes at his work with cheerfulness and vigor. On the contrary, dark, ill-lighted work-rooms engender sluggishness and torpidity of mind and body. In the latter case the employer suffers by the employee producing less than he otherwise would, and by his work being inferior in quality.

A writer in a recent issue of *Factory* discusses various methods of obtaining a sufficiency of light in a factory. To quote partially from it:

The cheapest as well as by far the best light for the factory is natural sunshine, tempered or diffused uniformly throughout the workshop. The first requisite for good lighting, therefore, is a relatively large window space. Present practice in the design of large industrial plants tends almost

to go to extremes in this matter, at times overlooking certain other equally important considerations affecting the strength of the buildings and their economical heating and ventilating. The use of steel and concrete for the framework makes it convenient to leave large openings for light. Indeed, it is coming to be quite common, and is considered good construction, to build multi-story factories with little or no wall surface aside from the curtain walls necessary at and for some distance above the floors. Obviously such liberal lighting is not feasible in the case of buildings of the mill construction type, whose strength depends mainly upon the supporting walls. Even here, however, it is better to make use of the pillar or pilaster construction rather than sacrifice necessary light openings.

The relative expense of walls and glazing is about the same, except where it is desirable to double glaze. This is not usually necessary if a strictly modern heating plant is installed; for in such case the cost of heating is practically nil anyway, since exhaust steam is utilized for the purpose in one of several ways.

Window Area Necessary for Efficient Factory Lighting.

The area necessary to produce satisfactory results will, of course, vary with conditions. In case the building is far enough away from others so that little or no light is cut off by the adjacent walls, the window area should be at least



The Berlin Machine Works, Limited. An Example of Modern Factory Construction, Showing the Maximum of Light by Side Windows and Saw-Tooth Roof.

fifty per cent. of the wall surface exposed to the interior. If part of the light is necessarily cut off by adjacent buildings, or if the floors are more than forty or fifty feet wide, it is desirable to increase the lighting area considerably. Extremely wide floors in multi-story buildings are difficult to light properly, at the best, and are to be avoided for this reason, as well as for consideration of safety in case of fire, as already pointed out. Practical experience has shown that for general manufacturing purposes a floor width of about sixty feet is most satisfactory, all things considered, in multi-story buildings. A floor of this width permits machinery to be arranged to the best advantage, and, if properly designed, allows also satisfactory lighting. A building of this type should have twelve to fifteen-foot stories, with the windows reaching from the ceiling to within about four feet of the floor. In glazing and care these windows do not usually receive the attention they deserve. No matter how much window space there may be, unless some method is employed for diffusing the light, the illumination will be uneven. The spaces farthest from the window openings will be in comparative darkness, while near the windows it may be quite blinding. Narrow workrooms with windows at each side are not desirable, for cross lighting is bad practice. Where shops are wide enough to avoid the ill effects of the cross lighting, both walls should by all means be provided with windows; but at the same time, and indeed in any case, provision should be made for an even diffusion of the light.

This is done by the use of ribbed maze or prismatic glass, which prevents the direct transmission of light—that is, glass which is translucent merely, and not transparent. There is much difference, too, in the diffusing effect of the various forms of glass intended for this purpose. Any glass with a roughened surface will give some diffusion, which is nothing but the dispersion of light rays in all directions instead of permitting them to pass directly on as they would when passing through smooth and transparent glass. But only a glass with a surface which is virtually a series of parallel prisms so arranged as to direct a large proportion of the rays in planes more or less parallel with the floor and ceiling, can equalize the illumination of parts near to and those remote from the source of illumination. Horizontal ribbed glass accomplishes the purpose very well; but prism glass does it better. Where the rooms are very wide, the latter is most likely to be satisfactory.

Maze glass breaks up light rays and disperses them more effectively than any other kind; but as the diffusion is in all directions the penetration is diminished and it is not possible to get light from windows so glazed far into deep rooms. It is best used for windows in comparatively narrow buildings, and to get an effect resembling the much-desired north light from windows more or less exposed to the sun.

Roof Lighting the Most Effective Method of Lighting Single Story Buildings.

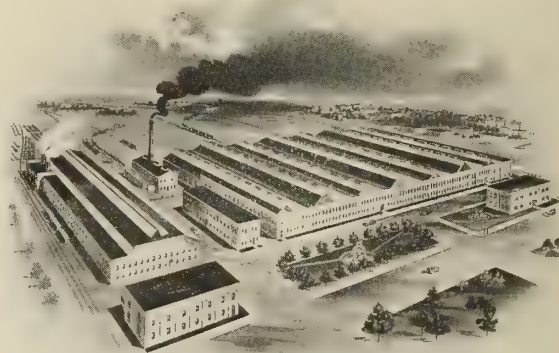
Light from the roof is, of course, the best method in a crowded district, but this, again, is not feasible if more than a single story is required, except for the upper story. Light shafts are sometimes built for this purpose, but unless prism glass canopies are used these have small value. Even then the shafts require much valuable space and form a bad fire risk.

If roof lighting is feasible, it is much better than side lighting of any kind, and as far as possible should always supplement side illumination. In very large buildings, foundries, erecting shops for large machinery, and similar structures, overhead lighting is imperative if the central bays are to be well illuminated. The conventional type of light for lighting the bays has for many years been the "lantern" or (improperly so called) monitor, with windows set parallel with the side walls of the building. Such an arrangement

may simplify the problem of ventilation, but is an ineffective method of lighting, even with the best possible glazing.

More recently the flush skylight, let into the roof and pitching approximately with it, has come into favor. This undoubtedly does fill the requirements as to central lighting in so far as amount or intensity is concerned. The trouble is that the light is too intense, when plane glass is used. More serious still, whatever the glazing, is the trapping of heat rays, which on warm days make the floor below uncomfortable to the workmen and not infrequently intolerable. The fabric composition sometimes used for skylight work instead of glass keeps out some of the heat, and gives an agreeable mellow light. Its durability and fire-resisting qualities are not comparable with those of glass, however, and the relative opacity of the material makes it necessary to provide a larger lighting area than would be necessary with glass to secure the desired illumination.

Skylights are subject to two other difficulties, too, which have heretofore been troublesome, leakage and condensation. Water-tight settings are now available, however, which practically eliminate leakage and at the same time take care of



Plant of Berlin Machine Works, Limited, Hamilton,
Showing Saw-Tooth Roof Construction.

the condensation drip. There is on the market a glass tile suitable for use in connection with ordinary tile roofs, which can also be used satisfactorily.

The Saw-Tooth Roof.

Undoubtedly the best lighting obtainable for workrooms is that from a properly designed and constructed saw-tooth roof, a type imported from Europe and greatly improved here. The windows facing the northern sky at an angle of sixty degrees or thereabouts from the horizontal, admit no direct sunlight, but throw practically all the light admitted evenly over the floor within their range. It is, of course, peculiarly adapted to the one-storey building and is at times used for the upper story of multi-story buildings. It has been shown, however, that the saw-tooth method of lighting is just as applicable to high and wide buildings of the heavy machine erecting and foundry type as to others, and that the combination of this form of roof lighting and side lighting, as usually practised in shops of this character, obviated the troubles and difficulties already pointed out as characteristic of ordinary skylights. This advantageous type of roof lighting is not at all difficult of application. Instead of the cus-

tomary high-pitched roof with its comparatively expensive roofing material, a flat roof can be used, covered with a coat of tar and gravel, and upon this and over the central bay the saw-teeth can be set at the desired intervals. The side bays and galleries are lighted by side windows.



An Example of Good Lighting in the Factory of the Wood Products Company.

The drainage of the valleys in roofs of this type presents no serious difficulties, if care is taken to give depth and pitch enough to the valleys and gutters. If the valleys are necessarily very long, to carry away the water, the gutters may conveniently open into down-spouts carried down through the shop, next to or even within the supporting posts. Where the saw-teeth are over the central bays only, as in wide machine shops, the gutters between saw-teeth can be made continuous with the main roof over the side bays, and no down-spouts for these are then required.

In order to get the full advantage of good lighting, it is desirable that the interiors of buildings be painted white, or rather of a greenish grey. This serves the double purpose of aiding the dispersion of light and of indicating the relative slovenliness or cleanliness of the place. Whitewash is often used for the purpose, because it is cheaper than paint; but its lack of durability and its flaking off constitute a continuous nuisance.

ORGANIZE AN INDUSTRIAL DEPARTMENT.

The C.P.R. will make an energetic effort to develop the cities, towns and villages along its western lines. Towards this end a special department has been organized, under the control of F. W. Peters, with headquarters at Winnipeg. The following circular has been issued setting forth the objects of the company:

This company, with a view to encouraging the development of the cities, towns and villages along its lines in the west, and supplying their needs, has established an Industrial Department.

Enquiries are constantly coming in through the various departments of the company, from manufacturers, importers, wholesale merchants and individuals in Eastern Canada and elsewhere, as to the openings in the West for manufactories, wholesale and retail houses, etc. Many of the new, as

well as the older established points along our main line and branches throughout the West, are desirous of securing industries which will supply their needs and assist in their growth and prosperity. Our desire is, therefore, to obtain from all stations along our Western lines full information as to their requirements and the attractions their particular localities present to settlement, as well as to manufactories, jobbing or any industry that will assist in the development of our Great West and bring a profitable return for investment.

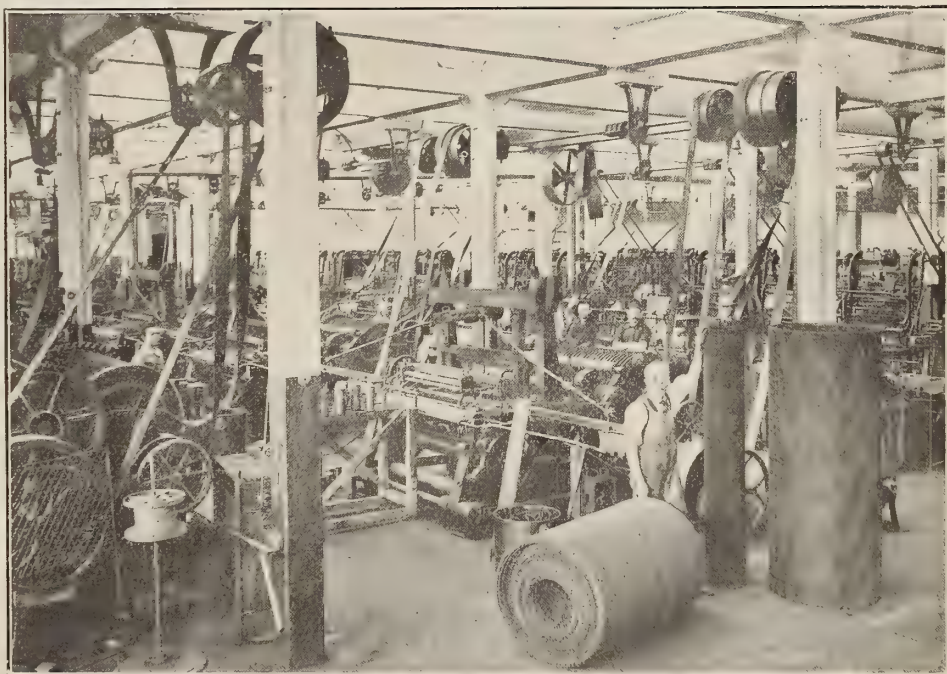
Secretaries and Boards of Trade are invited to correspond freely with the undersigned and furnish all particulars possible as outlined above, and manufacturers or intending investors are also asked to communicate with me if they desire any information. Such enquiries will receive the most careful and prompt attention, and it will be my endeavor to give information that will be reliable.

Yours truly,
F. W. PETERS,
Assistant to 2nd Vice-President.

Rubber belt conveying machinery is described and illustrated in Catalogue 67D of the Jeffrey Mfg Co., Montreal. The catalogue contains a fine series of cuts fully illustrating the conveyers in operation in many industries. A copy will be sent on application.

The B. Greening Wire Co. have issued a good office calendar to their friends. It gives a view of the extensive plant of the company in addition to the calendar pad. The B. Greening Co. have now in preparation a set of catalogues which will be issued in a few days. On request one will be sent to any address.

The Canadian General Electric Co. have issued a booklet in which they discuss lighting appliances. Reading lamps of all kinds for reading or office purposes are fully illustrated and described. Every office and house must be equipped with some lighting appliances, and it will be well worth while to ask for a copy of this catalogue to help in deciding on the equipment.



The B. Greening Wire Company, Showing a Well-Lighted Working Floor.

SHEET METAL FOR FACTORY CONSTRUCTION

By J. O. THORN

Managing Director The Metallic Roofing Co., Toronto

For Many Classes of Buildings Sheet Metal Provides a Cheap and Effective Building Material. Combined with Wired Glass Windows it Has Good Fire-Proofing Qualities.

ANY manufacturer who desires to construct either permanent or temporary buildings at a low cost can do so by using sheet metal building material, which is now manufactured so that in most cases it may be applied by unskilled labor and give enduring satisfaction.

Mills, warehouses, factories, storehouses, sheds, garages, etc., simply require a framework either of structural steel or of wood, which may be readily covered both inside and outside with Sheet Metal that is supplied in various forms all ready to apply. Such buildings may be sheeted with boards or not, as desired.

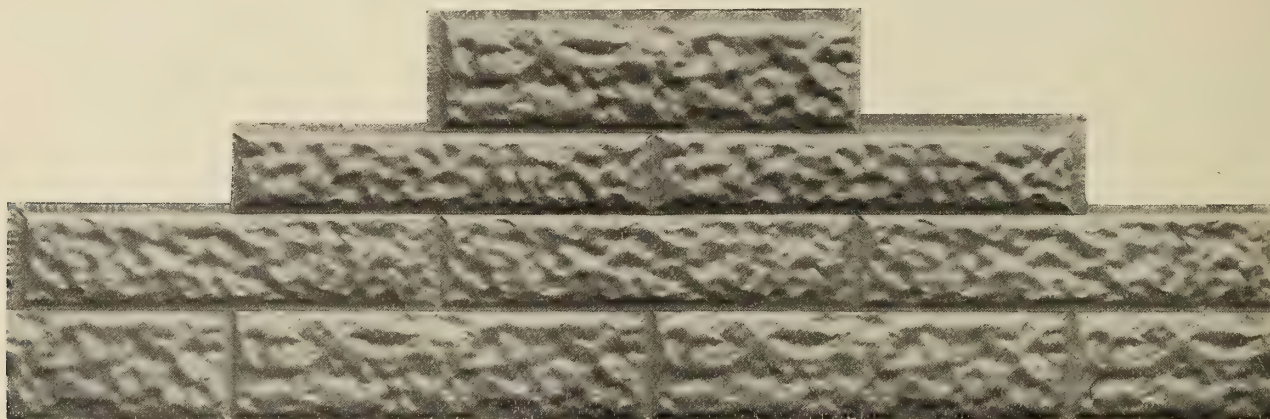
For the exterior walls a popular style of covering is the Rock Faced Stone Pattern shown here.

and the whole building is braced and stiffened as effectually as if it had been sheeted with wood.

Another construction is to place the rafters the proper distance apart to suit the width of the iron, and fit cross supports between and flush with the top of the rafters, and then apply the iron.

When corrugated iron is used as siding, without sheeting, the sheet may be applied with corrugations running crosswise, direct to the studding, sixteen, eighteen or twenty-four inches apart, or the sheets may be laid vertically, the studding being placed the proper distance apart, depending on the width of iron used.

This article is usually made from rustproof, galvanized



Sheet Metal Giving Stone Effect.

This may be laid over rough boards, and if painted in any desired stone color and sprinkled with sand before the paint dries it cannot readily be distinguished from solid stone. This design is also made from rustproof galvanized steel that does not require painting.

Another suitable pattern of siding is known as Steel Clapboards.

This may be applied direct to the studding or over sheeting if desired.

Steel Clapboards are, of course, free from knots, splits, warping and other defects usually found in wood sheeting, and do not absorb moisture. Steel Clapboards are supplied painted white on both sides, or made from rustproof galvanized steel that does not require painting.

Still another popular style is Corrugated Iron or Steel. This is applied without using any sheeting. By this construction rough battens, an inch thick and say three to four inches wide, are nailed across the top of the rafters or studding every three or four feet apart, or at a greater distance if heavy iron is used, and the iron nailed to the battens. The rafters are not necessarily set any particular distance apart, as the iron is supported by the battens.

All sheeting is saved, which amounts to a considerable item,

steel, in sheets 96x33 and 72x33 inches, but can be supplied in any length up to 10 feet, and in different gauges or thicknesses varying in weight from 70 to 238 lbs. per hundred square feet.

Corrugated iron, in the form of arches, is used in connection with cement for fireproofing purposes. These arches, for strength, lightness, durability and fireproof qualities, cannot be excelled. The weight of the arches, with concrete filling on top of them, is but little over half that of a brick arch, with concrete filling same height, thus allowing fewer or lighter beams to be used, and also lessening the load on the walls; besides being from twenty to thirty per cent. cheaper than brick arches, and consequently largely supplanting the use of the latter for fireproof floors.

Corrugated arches have often been tested, and have never shown any deflection at a pressure of one thousand pounds per square foot, and little deflection at two thousand or three thousand pounds per square foot, using eighteen gauge iron.

Steel Shingles.

Steel Shingles are extensively used for roofing purposes. They are very easily applied, being constructed with interlocking and other forms of joints, and consequently may be

laid very rapidly. They are fire, lightning, rust and storm proof, and exceedingly durable and ornamental.



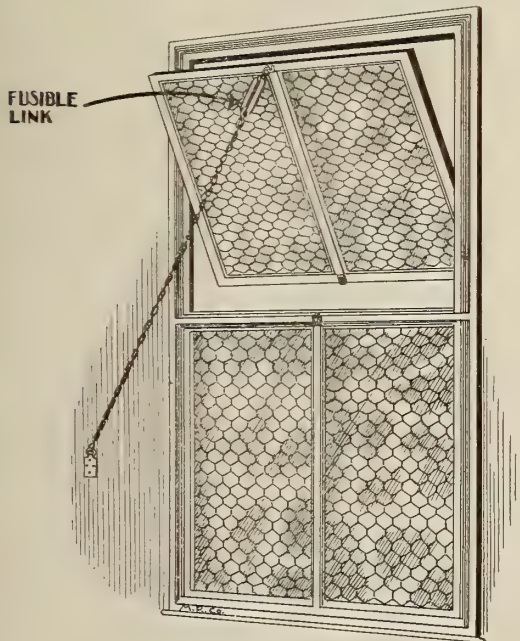
Steel Shingles.

Metal Ceilings and Walls.

For the interior of offices or show-rooms connected with manufacturing plants metallic ceilings and walls have become very popular. They are made in many artistic designs and to suit all purposes. They are easily erected, and if those who manufacture them are furnished with a plan or rough sketch showing the shape and giving accurate dimensions of rooms to be covered they will supply metal ceilings and Wall Plates to suit the job complete with Borders, Mouldings, Friezes, Cornices, etc., and will also send Blue Prints and printed instructions for applying them.

Fireproof Windows.

Windows can now be fitted with an automatic closing and locking device. By means of this device, when so desired for ventilation, the sashes are held open by a chain in which is a soft fusible link, which readily melts when subjected to the slightest heat, on the same principle as the sprinkler systems in such common use. The moment this fusible link melts (which is only at 160 deg.) the sash is instantly released and automatically closes and locks itself.

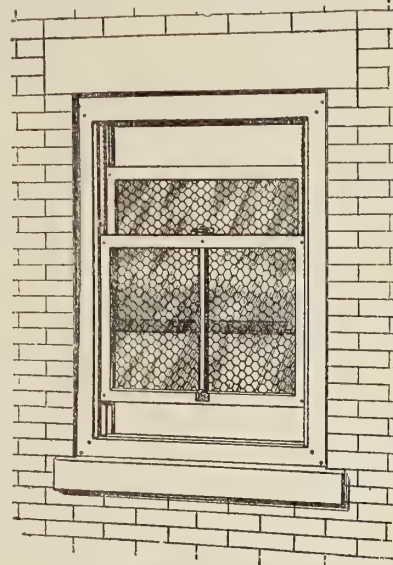


Wired Glass with Automatic Closing Device.

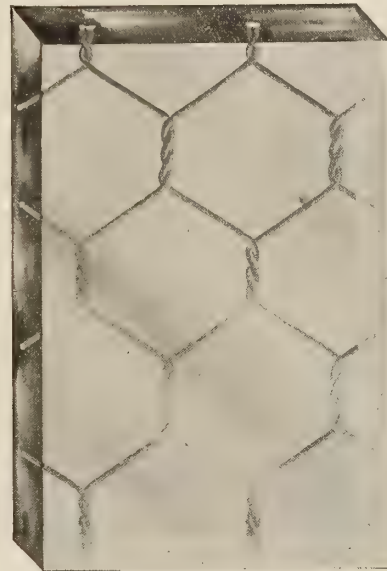
Both top and bottom sashes may be made to open as above, or the whole window may be pivoted and made to open in one piece, if desired.

The rapid increase in the manufacture and use of this popular form of fire protection is not to be wondered at when it is borne in mind that heretofore many solid stone and brick buildings have been consumed by fire, in consequence

of wooden doors and windows having been used. Fireproof Windows are made from hollow bars of sheet metal securely



interlocked or bolted together, and are glazed with glass which has wire netting imbedded in the very centre of it. The sashes are provided with deep rabbeted grooves on all



Wired Glass.

four sides of each light of glass, which securely hold it in position. These windows will resist intense heat and will not warp as solid iron would do.

Fireproof Doors.

We have not sufficient space to illustrate these, but may say that they are made to suit the Underwriters' requirements and are provided with automatic heat closing devices of the most reliable kind. The use of any or all the materials referred to above in the construction of factory and other buildings, not only affords great protection from loss by fire, but also reduces the rate of insurance.

A practical illustration upon a large scale of the use of fireproof sheet metal building material may be seen in the extensive and magnificent new storage sheds recently erected by the Harbor Commission at Montreal, which cover many acres of ground and are constructed entirely of steel, concrete and sheet metal, including corrugated iron and fireproof glass windows. There is absolutely nothing to burn.

CHANGES IN FREIGHT RATES DURING JANUARY

List of Freight Schedules Filed with the Board of Railway Commissioners During month of January, 1909.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.	C.R.C.	R.R. No.	Effective.	Description.
Canadian Pacific Railway.				Canadian Pacific Railway			
Sup. 33 E. 170	Sup. 37 E. 34	Jan. 4, '09	Bog ore and oxide of iron, Pointe du Lac to Toronto and Hamilton.	E. 1482 Cancels E. 737 Sup. 33 W. 80	C.R. 48 Cancels C.R. 11 Sup. 34 G.F.D. 1151	Feb. 12, '09	Mileage allowance on privately owned cars.
Sup. 5 E. 1284 E. 1302 Cancels E. 438	Sup. 5 E. 866 E. 884 Cancels E. 197	Jan. 4, '09 Jan. 11, '09	Commodities between various points. Grain and grain products between local points, also to points in Maritime Provinces.	E. 1339 Cancels E. 1041 W. 1096	E. 923 Cancels E. 629 W. 1631	Feb. 23, '09 Jan. 28, '09	Sulphuric acid, c.l., Detroit and west to points in Canada. Pyrites, c.l., points in Canada to U.S. Ore, c.l., points in B. C. to Vancouver.
Sup. 10 E. 1234 Sup. 14 E. 1062 E. 1329	Sup. 10 E. 815 Sup. 14 E. 649 E. 912	Jan. 18, '09 Jan. 18, '09 Jan. 16, '09	Switching charges. Commodities, stations in Eastern Canada to the Northwest. Absorption of switching charges at London, Ont.	Sup. 10 E. 1284	Sup. 10 E. 866	Jan. 26, '09	Commodities between various points.
Sup. 29 E. 1141 Sup. 12 E. 1132 1322 Cancels E. 111	Sup. 29 E. 723 Sup. 12 E. 714 E. 904 Cancels O.D. 744	Jan. 1, '09 Jan. 20, '09 Jan. 5, '09	Enamelled or glazed brick from Toronto to various points. Force, c.l., Hamilton to Montreal and Quebec for export, 19c. per 100 lbs. Iron commodities, from Toronto, London, Guelph, etc., to points on C. P. and connections.	Grand Trunk Railway.			
Sup. 67 E. 272 Sup. 41 E. 517	Sup. 67 E. 262 Sup. 41 E. 246	Jan. 28, '09 Jan. 4, '09	Paper to points in U.S. Force, c.l., Hamilton to St. John and Halifax for export, 5th class rates will apply.	E. 1479 Sup. 20 E. 1210 Sup. 3 E. 1431 Sup. 54 E. 1208 E. 1470 Cancels E. 1418	C. 21 Sup. 20 C.F. 83 Sup. 3 C.Y. 3 Sup. 54 C.D. 23 C.W. 34 Cancels C.U. 30	Jan. 11, '09 Jan. 4, '09 Jan. 1, '09 Jan. 1, '09	Class rates between G. T. stations and T. & N. O. Ry. Lumber and forest products between various points. Acetylene gas, any quantity, Toronto to points on G. T. and connections, first class rates. Enamelled or glazed brick, c.l., Hamilton to various points.
W. 1074 Cancels W. 939 E. 1326 Cancels E. 531	W. 1601 Cancels W. 1396 E. 908 Cancels E. 253	Dec. 31, '08 Jan. 11, '09	Class rates, Saskatoon to points in Saskatchewan, Alberta and British Columbia. Class rates between C. P. stations and connecting lines and T. & N. O. points.	Sup. 17 E. 517 Sup. 55 E. 1208 Sup. 6 E. 1373 Sup. 2 E. 1431 E. 1473 Cancels E. 1310 E. 1474 Cancels E. 1399 W. 1072	Sup. 17 C.F. 2 Sup. 55 C.D. 23 Sup. 6 N. 10 Sup. 2 C.Y. 3 C.A. 72 Cancels C.A. 64 C.F. 104 Cancels C.F. 97 W. 1594	Dec. 29, '08 Dec. 29, '08 Jan. 5, '09 Jan. 1, '09 Dec. 29, '08 Dec. 29, '08 Dec. 28, '08	Tanbark, c.l., between various points. Brick, c.l., Beamsville to Niagara Falls, 3½c., Toronto, 4c. per 100 lbs. Classes and commodities between stations in Eastern Canada and the Northwest. Ale, beer and porter, c.l., Walkerville to Sault Ste. Marie, Ont., 29c. per 100 lbs. Ground talc, Madoc to various points. Mileage rates on tanbark, c.l. Fertilizer and tankage, c.l., Winnipeg and Strathcona to Japan and China ports of call, 60c. per 100 lbs.
Sup. 8 E. 1284 Sup. 9 W. 952 Sup. 4 E. 1431 Sup. 1 E. 1442 Sup. 5 E. 1431 E. 1480 Cancels E. 1195	Sup. 8 E. 866 Sup. 9 W. 1414 Sup. 4 C.Y. 3 Sup. 1 I. 59 Sup. 5 C.Y. 3 C.N. 29 Cancels C.N. 18	Jan. 16, '09 Jan. 18, '09 Jan. 11, '09 Feb. 9, '09 Jan. 8, '09 Jan. 18, '09	Commodities between various points. Commodities, Winnipeg, Brandon, Vancouver, etc., to Eastern Canada. Sole leather, c.l., Toronto to Montreal, 25c. per 100 lbs. Import wool waste, tops, nails and shoddy, Portland to various points. Ferro-silicon, c.l., Welling, Ont., to Sault Ste. Marie, Ont., \$5.60 per gross ton. Various commodities, Eastern Canada to Vancouver, Victoria and New Westminster, B.C.	Sup. 1 E. 1434 E. 1481 Cancels E. 1269	Sup. 1 C.M. 8 C.P. 36 Cancels C.P. 25	Jan. 23, '09 Jan. 25, '09	Acetylene gas, Toronto to Maritime Provinces. Wood pulp and sulphite pulp, c.l., between various points in Canada.

C.R.C.	R.R. No.	Effective.	Description.
Grand Trunk Railway			
Sup. 6 E. 1077	Sup. 6 T. 1	Jan. 21, '09	Class rates between Milton and West Toronto, Parkdale and Davenport, Ont.
Sup. 4 E. 1420	Sup. 4 C.W. 31	Feb. 25, '09	Commodities between Buffalo and points in Canada.
Sup. 13 E. 999	Sup. 13 E. 5	Feb. 10, '09	Acetate of lime, Haliburton to Portland and St. John, 16c. per 100 lbs.; Halifax, 17c. per 100 lbs.; for export.
E. 1483 Cancels E. 1300	C.D. 33 Cancels C.D. 28	Feb. 15, '09	Lime, c.l., Rouse's Point, N.Y., to stations in Canada.
Sup. 4 E. 1282	Sup. 4 C.F. 88	Feb. 17, '09	Lumber and forest products, c.l., points in Canada to the U.S.
E. 1484 Cancels E. 1039	Circular 1128	Jan. 13, '09	Rules and regulations governing reconsigning and diversion of freight at Niagara Falls or Bridgeburg.
Lehigh Valley R.R.			
544 Cancels 504		Jan. 28, '09	Slate, stations in Pennsylvania to points in Canada.
Pennsylvania R.R.			
R.R. 22		Feb. 1, '09	Iron and steel articles, stations on P.R.R. to Walkerville and Windsor.
R.R. 23 Cancels R.R. 18		Feb. 19, '09	Beauxite ore, c.l., Pittsburg to Shawinigan Falls, Que.
G.O. 76 Cancels K.K. 6		Feb. 18, '09	Salt, c.l., Watkins, N. Y., to points on G. T. Ry.
Sup. 11 D.D. 23		Feb. 8, '09	Commodities, stations on Penn. R.R. to Canada.
Sup. 3 P.P. 5		Mar. 1, '09	Fire brick and fire clay, c.l., P. R. R. stations to Canadian points.
502	895	Feb. 16, '09	News printing paper, c.l., Ottawa to points in Southern States.
T.T. 25		Feb. 10, '09	Building and roofing paper, c.l., Erie, Pa., to points in Canada.
Central Vermont Railway.			
522 Cancels 508		Feb. 3, '09	Cotton, in bales, New York to points in Canada.
Boston and Maine R.R.			
965 Cancels 954		Feb. 4, '09	Moulding sand, c.l., points in New York State to Weston and Wingham, Ont.
Minneapolis, St. Paul and Sault Ste. Marie Railway.			
328 Cancels 319	G.F.D. 8858 Cancels 8766	Feb. 6, '09	Acetate of lime, c.l., Wells, Gladstone and Cherry Valley, Mich., to Toronto, 22½c. per 100 lbs.
Michigan Central R.R.			
1359	G.F.D. 7779	Jan. 16, '09	Classes between M.C. and T. and N. O. Ry. stations.
Sup. 2 1332	Sup. 2 G.F.D. 7732	Jan. 21, '09	Commodities, points in Canada to New York, Boston, etc., for export.

C.R.C.	R.R. No.	Effective.	Description.
Southeastern Mississippi Valley Association.			
2 Cancels 1	2 Cancels 1	Feb. 10, '09	Pig iron, c.l., Southern shipping stations to points in Canada.
Central Freight Association.			
64	91	Feb. 20, '09	Billets, cast iron pipe, etc., Central Traffic territory to Canadian points.
Sup. 4 41	Sup. 4 49	Feb. 12, '09	Classes and commodities between points in Canada and Texarkana.
61 Cancels 29		Feb. 10, '09	From points in Canada to Texas points.
Pere Marquette R.R.			
927	2408	Jan. 3, '09	Chain iron and steel, c.l., Sarnia to Vancouver, Victoria and New Westminster, 75c. per 100 lbs.
931	2414	Jan 20, '09	Salt, c.l., shipping stations to points in Canada.
Northern Pacific Railway.			
142 Cancels 127	551 A. Cancels 24869	Feb. 12, '09	Strontium ore, c.l., Vancouver, also points in Washington, to Montreal and W. St. John.
Cincinnati, Hamilton and Dayton Railway.			
189 Cancels 46	5158 Cancels 147	Feb. 8, '09	Broom corn, c.l., C. H. & D. stations to points in Canada.
188 Cancels 137	5154 Cancels 4690	Feb. 1, '09	Billets, pig iron, etc., C. H. & D. stations to points in Canada.
Canadian Northern Ontario Railway.			
105 Cancels 35	74 Cancels 23	Jan. 11, '09	Various commodities between C. N. O. stations and Toronto and Toronto & York Radial and Schomberg & Aurora Ry.
104 Cancels 12	73 Cancels 12	Jan. 8, '09	Commodities between points on C. N. O. Ry.
Sup. 2 83	Sup. 2 53	Jan. 23, '09	Classes between Toronto and local points.
Detroit and Macinac Railway.			
43	G.F.D. 545	Feb. 3, '09	Classes and commodities from D. & M. stations to points in Canada.
Chicago, Milwaukee and St. Paul Railway.			
75 Cancels 56	G.F.D. 3900 B. Cancels G.F.D. 3900 A.	Feb. 1, '09	Classes and commodities, Savanna, Ill., to points in Canada.
Chesapeake and Ohio Railway.			
Sup. 7 7	Sup. 18 11538	Feb. 8, '09	Lumber and forest products, stations on C. & O. to points in Canada.
Temiskaming and Northern Ontario Railway.			
57 Cancels 21 & 52	F.D. 51 Cancels F.D. 19 and 47	Jan. 1, '09	Tanbark, c.l., Widdefield and Trout Mills to points in Ontario.
Pittsburg, Shawmut and Northern R.R.			
69 Cancels 67	465	Jan 26, '09	Paving brick, c.l., Drummond and Shawmut, Pa., to Toronto, Montreal, etc.

C.R.C.	R.R. No.	Effective.	Description.	C.R.C.	R.R. No.	Effective.	Description.
Intercolonial Railway.				Rutland R.R.			
Sup. 47 230	Sup. 47 G.X. 11	Dec. 28, '08	Wood pulp, c.l., Rimouski to Campbellford, Ont., 19½c. per 100 lbs.	354		Feb. 15, '09	Lime, c.l., points in Vermont to Montreal, 9c. per 100 lbs.
Boston and Albany R.R.				Buffalo, Rochester and Pittsburg R.R.			
140	4089	Jan. 25, '09	Import classes and commodities, Boston to points on G. T. Ry. and connecting lines.	278	2769	Feb. 10, '09	Wooden dishes, c.l., Johnsonburg, Pa., to Halifax, N.S., 34c. per 100 lbs.
Cancels 131 & 132	Cancels 4043 and 4044			Cancels 273	Cancels 2742		
141	4107	Feb. 13, '09	Class and commodity, Boston and Boston points to stations on G. T. Ry.	National Despatch Line.			
New York and Pennsylvania Railway.				89		Feb. 15, '09	Class rates from points in Maine to Port Arthur and Fort William, Ont.
3	560	Jan. 25 '09	Window glass, bottles and fruit jars. Shingles House, Pa., to points on G. T. Ry.	Chicago and Eastern Illinois R.R.			
Great Northern Railway.				40	2800	Feb. 20, '09	Forest products, c.l., points in Illinois and West to points in Canada.
568	G.F.O. 20178	Jan. 3, '09	Sugar and syrup, c.l., Vancouver, B.C., to points in Manitoba.	Cancels 7			
Sup. 6 504	Sup. 6 G.F.O. 19409	Feb. 1, '09	Commodities, European points to Vancouver, Victoria and British Columbia points.	Delaware, Lackawanna and Western R.R.			
Niagara, St. Catharines and Toronto Railway.				Sup. 8 25		Feb. 11, '09	Cement, c.l., New Village, N.J., to Shawinigan Falls, \$3.90 per net ton.
374	370	Dec. 31, '08	Switching charge, \$3.00 per car to mills at St. Catharines on grain for milling.	West Shore R.R.			
Toronto, Hamilton and Buffalo Railway.				310	A. 4330	Feb. 8, '09	Classes, Utica, N.Y., and points East, to Fort William and Port Arthur.
Sup. 23 314	Sup. 23 G.F.D. 108	Jan. 3, '09	Rates on various commodities between local points.	Cancels 301	Cancels A. 4215		
Sup. 6 408	Sup. 6 G.F.D. 138	Jan. 18, '09	Local and joint class and commodity tariffs, Hamilton to various points.	Zanesville and Western R.R.			
514	G.F.D. 175	Jan. 14, '09	Billets, c.l., Welland to Brockville.	Sup. 1 32	Sup. 1 C. 28	Feb. 23, '09	Classes, Z. & W. stations to London, Hamilton and North Bay.
Lake Shore and Michigan Southern R.R.				Bessemer and Lake Erie R.R.			
Sup. 7 158		Feb. 1, '09	Pig iron, c.l., various points to St. Catharines, \$2.30 per gross ton.	Sup. 18 19		Feb. 21, '09	Steel Rails, c.l., Bessemer, Cochran and Munhall, Pa., to D'Israeli, Que.
Cleveland, Cincinnati, Chicago and St. Louis R.R.				Philadelphia and Reading R.R.			
Sup. 15 123	Sup. 15 859 C.	Feb. 1, '09	Pig iron, c.l., to Canadian points.	219		Feb. 19, '09	Steel rails, c.l., Steelton, Pa., to Montreal, \$3.20 per gross ton.
Central R.R. of New Jersey.				Pennsylvania Company.			
274		Jan. 22, '09	Roofing slate, c.l., Lehigh Gap and Walnutport, Pa., to Toronto, 18c. per 100 lbs.	F. 15 Cancels F. 48		Feb. 17, '09	Commodities lines west of Pittsburg, to points in Canada.
Norfolk and Western Railway.				Pittsburg, Cincinnati, Chicago and St. Louis R.R.			
74	3530 D.	Jan. 29, '09	Lye and soda, Saltville, Va., to points in Canada.	P. 17 Cancels P. 12		Feb. 17, '09	Commodities, P. C. C. & St. L. stations to points in Canada.
Southern Railway.				Baltimore and Ohio R.R.			
18		Feb. 1, '09	Feldspar, talc and barytes, c.l., from Winston-Salem, N.C., to Toronto.	550		Feb. 20, '09	Commodities, B. & O. stations to points on G. T. in Canada.
Seaboard Air Line.				Cancels 507			
12	925	Feb. 1, '09	Forest products, c.l., Southern points to Canada.	New York Central and Hudson River R.R.			
14	939	Feb. 24, '09	Cotton, Virginia points to Canada.	1315	A. 12382	Feb. 11, '09	Bleach and soda, c.l., Echotu and Niagara Falls to Merritton, Thorold and St. Catharines, 6½c. per 100 lbs.
Toledo, Peoria and Western Railway.				1318	A. 12481	Feb. 19, '09	Lumber, c.l., New York and Brooklyn to Sherbrooke, 17c per 100 lbs.
5	G.F.O. 468	Jan. 30, '09	Classes to points on Pere Marquette R.R. in Canada.	Buffalo, Rochester and Pittsburg R.R.			
Brockville, Westport and Northwestern Railway.				Sup. 1 215	Sup. 4 A. 513	Feb. 21, '09	Class rates, B. R. & P. stations to points in Canada.
106		Jan. 16, '09	Timber, c.l., all stations to Jacques Cartier Jct., 9½c. per 100 lbs.	Canadian Northern Quebec.			
				299	143	Feb. 20, '09	News printing paper to points in U.S.
				Cancels 14 & 70	Cancels S. 22		
				Sup. 68 170	Sup. 68 29	Jan. 27, '09	Cancellation of rates on various commodities.
				297	141	Jan. 27, '09	Building material and other commodities to various points.

AMONG THE INDUSTRIES

ONTARIO.

Galt will spend \$12,000 on electric light extensions.

A new post-office is proposed for the town of Dundas, Ont.

A High School will be erected in Oshawa, at a cost of \$20,000.

The Murray Shoe Co., of London, will erect a new factory building.

A public library building will be erected in Mount Forest, Ontario.

It is proposed to raise \$55,000 in Guelph to build and equip a Y.M.C.A. building.

The Dominion Bank is reported to be about to erect a large branch building in London.

A steel bridge will be built across the Don on Wilton Avenue, Toronto, at a cost of \$250,000.

The town of Clinton will install a waterworks system. Work will commence as soon as possible.

The town of Milton will guarantee the bonds of the P. D. Robertson Manufacturing Co. to the extent of \$10,000.

The Reo Motor Car Co., of Lansing, Mich., who recently were incorporated in Canada, will establish a branch at Windsor, Ontario.

St. Mary's Club in Toronto, will erect a club house at a cost of \$15,000. J. M. Cowan, 65 Adelaide Street East, is the architect in charge.

The Canadian Turpentine Co., head office, Montreal, who are building works at Barry's Bay, Ont., will be in operation in two months' time.

The Hespeler Machinery Co., Ltd., have purchased the plant and business of the Clark-Demill Co., of Hespeler. The manufacturing business will be carried on as before. Mr. Geo. D. Forbes is President of the new company; W. A. Kribbs, Vice-President, and W. G. Chater, Secretary-Treasurer.

Nothing definite has been handed out in reference to the proposed addition to the Parliament Buildings, Toronto, although it is certain that a new wing will be provided for in the estimates for the coming year. The Government will have a definite plan to propose when the Legislature assembles.

As a result of the big lumber interests merger, known as the Virginia and Rainy Lake Lumber Co., Fort Frances, Ont., will probably have a big lumber mill next summer. The new company, which is capitalized at \$20,000,000 and has enormous timber properties, will erect five mills, two at Duluth, two at Virginia, Minn., and one at Fort Frances. These will operate in conjunction with a fleet of lake boats.

The Gould Broom factory, of Kingston, was destroyed by fire recently, with a loss of \$10,000.

The box factory of W. J. Hampel, Brantford, was destroyed by fire recently, with a loss of \$10,000.

The Western Hospital will build a new wing during the coming summer, at a cost of approximately \$45,000.

It is announced that the Harold Sanderson factory, which was recently destroyed in Paris, will be rebuilt in that town.

The Toronto Street Railway Co. will build a brick and concrete building for car-barns. The building will be 350 by 100 feet.

The Fort Erie and Buffalo Bridge Co., are seeking incorporation with the intention of building another traffic bridge across the Niagara river.

It is reported that the Collingwood Shipbuilding Co. will build two new dry docks, one 400 feet in length, the other 705 feet. An additional water front has been secured which will admit of this extension to the plant.

The Globe Casket Co., of London, suffered a severe loss by fire recently. The entire plant was destroyed. Overtures have been made to the company by Toronto and Ottawa, with a view to having the new factory erected in one of these cities.

The big G.T.P. elevator at Fort William has been commenced to the extent that considerable excavation work has been done. The contractors are ready to go on with their work as soon as spring opens.

QUEBEC.

An armoury for the 65th Regiment, C.M.R., will be erected in Montreal.

A bridge will be built across the St. Jacques River at Laprairie, Que.

The Quebec Wood Specialty Co., Quebec, suffered a total loss by fire recently.

A big new club house is in contemplation by the Montreal Amateur Athletic Association.

The Catholic School Commissioners of Montreal will spend \$150,000 on new school buildings.

The rolling mill and electric light works at Ormstown, Que., were destroyed by fire recently, with a loss of \$10,000.

The John D. Duncan Dairy Co. have purchased additional property in Montreal, to allow for enlargement to their plant.

The Board of Harbor Commissioners of Quebec are figuring on the installation of steam cranes and increased storage warehouses for that port.

The Protestant School Commissioners of Montreal will apply for authority to raise \$250,000 for the purchase of sites and the erection of school buildings.

The name of the varnish manufacturing firm of McCaskill, Dougall & Co., has been changed to the Dougall Varnish Co., Limited. No other change has been made, Mr. James S. N. Dougall continuing as President, and Mr. Gustaf Gylling as Vice-President.

MARITIME.

An opera house will be built in Amherst, N.S., next spring.

Robert Ricardi, of Arnprior, Ont., is negotiating with the Council of Fredericton, N.B., with a view to establishing a clothes pin factory in the latter city.

It is reported that the Dominion Iron and Steel Co. will go into the manufacture of lime during the present year. The company owns extensive limestone areas, and by the installation of a kiln it is believed that an extensive business can be developed.

THE WEST.

A hospital will be built and equipped at Edmonton at a cost of \$150,000.

The Imperial Bank will build a branch building at Cranbrook, B.C.

The C.P.R. will build an addition to their station in Vancouver. The addition will be practically as large as the original building.

The city of Vancouver is advertising for the year's supply of brass work, galvanized iron pipe and lead pipe. Tenders will be received by the city clerk up to February 10th.

The city of Winnipeg has let contracts for further development works at Point du Bois, the work to cost about \$1,000,000.

The Crane Shipyards at New Westminster, B.C., have been taken over by Seaton Bros., boat builders, who will make extensive additions and improvements to the plant.

Fruit growers at Summerland, B.C., are organizing a company with the intention of building a canning factory in that place. The capital of the company is fixed at \$30,000.

Joseph T. Gilman, of New York, third vice-president of the Goodwin Car Company has been in Winnipeg, and in an interview stated that he had come to western Canada to introduce the Goodwin railway car to railway contractors. Permission to do this had been granted by the Dominion Parliament, the order being to the effect that twenty cars might be brought to Canada and delivered to railway builders for purposes of experiment. These cars are about the same size as the ordinary open car, used for the carriage of railway ballast. It is, however, so constructed that the ballast can be distributed in any manner desired. It can be thrown all on one side of the dump or the other, or it may be thrown within the rails, close to one rail or the other as may be wished. It carries from 30 to 43 cubic yards of ballast, of a weight from 80,000 to 100,000 pounds. Mr. Gilman stated that if the company were successful in introducing the cars into western Canada, those which were used here would be built here. Winnipeg would be the strategic location for such a plant and the question of site and the possibilities for successful manufacture here would be fully gone into.

(Continued on page 600).

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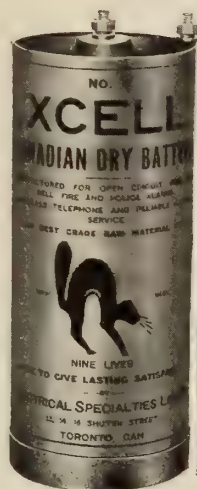
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A new fire hall will be erected in Vancouver, B.C.

It is proposed to build a new theatre at Edmonton, Alta.

Plans are being prepared for a hospital at New Westminster, B.C.

A permanent building will be erected for the Vancouver Horse Show. Plans have been accepted.

It is announced that T. R. Brigham, Vancouver, will erect a large saw mill at Port Essington, B.C.

Calgary will erect a new fire hall at a cost of \$42,000. Plans for the building have been completed.

New Companies Incorporated.

The Martin Pump and Machine Co., Limited, have been incorporated with a capital of \$40,000. Head office, Toronto. Thomas H. Martin is a director.

East Canada Smelting Co., Limited, have been incorporated with a capital stock of \$1,000,000. Head office, Montreal. George E. Smith, Sherbrooke, Que., is a director.

The Canadian National Carbon Co., Limited, have been incorporated with a capital of \$40,000. Head office, Toronto. They will manufacture arc lamp carbons and battery carbons of all kinds.

The Grand Trunk Pacific Elevator Co., has been incorporated with a capital stock of \$1,000,000. Head office, Winnipeg.

The Ontario provincial license for the Lufkin Rule Co. has been cancelled by Order-in-Council.

The Red Cross Macaroni & Vermicelli Co., have been incorporated with a capital stock of \$100,000. Head office, Montreal.

The Labrador Pulp & Lumber Co., Limited, have been incorporated with a capital stock of \$1,500,000. Head office, Montreal. J. A. T. Richards, Montreal, is a director.

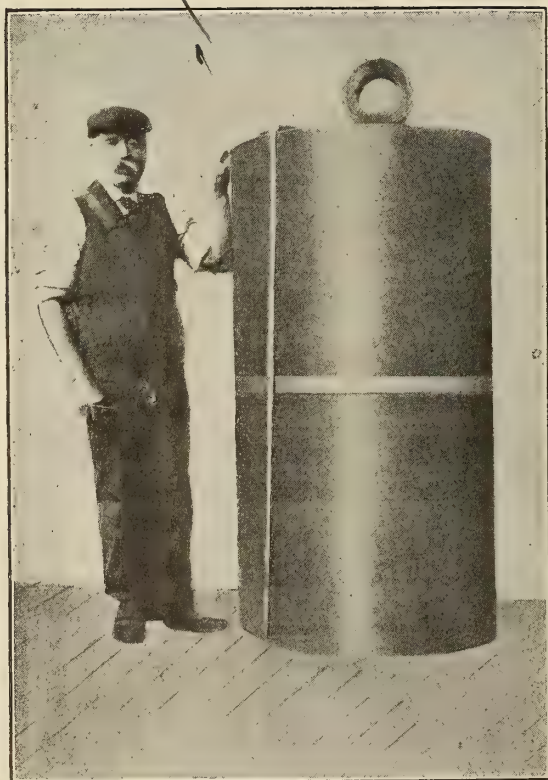
The Heney Carriage & Harness Co., Limited, have been incorporated with a capital stock of \$300,000. Head office, Montreal. W. H. Heney, Westmount, Quebec, is organizer.

The Tomiko Mills have been incorporated with a capital of \$75,000. Head office, Tomiko, Ontario. They will manufacture timber and lumber. E. J. Bucknam, Tomiko, is a director.

The Canadian Montauk have been incorporated with a capital of \$250,000. Head office, Montreal. The company will manufacture thermostatic detecting devices and thermometers of various kinds.

The Farmers' Produce Co., Limited, have been incorporated with a capital of \$10,000. Head office, Chatham. They will manufacture cereal products. G. T. Crow, Raleigh Township, Ontario, is a director.

The Canada Fertilizer Co., Limited, have been incorporated with a capital of \$175,000. Head office in Montreal. They will manufacture fertilizers and chemicals. R. E. Wagman, Montreal, is a director.



Cut of 58-inch "Extra" Double Belt
Made by The J. C. McLaren Belting Co.

**WE ARE HEADQUARTERS FOR ALL
KINDS OF**

**Belting
Lace Leather
Card Clothing
Reeds and
General Mill Supplies**

**ABSOLUTE SATISFACTION
GUARANTEED**

The J. C. McLaren Belting Co.

ESTABLISHED 1856

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Branches:
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FOUNDRY COMPANY, LIMITED
Niagara Falls ❖ ❖ ❖ Canada

CASTINGS

GREY IRON

(From 1 lb. to 20,000 lbs.)

BRASS BRONZE

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ROUGH AND MACHINED

**Hoisting Engines
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ELECTRIC, STEAM, BELT AND HAND POWER

**Derricks and
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HYDRANTS. VALVES. CONCRETE MIXERS

For Factory Construction



There is no other material quite so satisfactory
—CHEAP, WARM, FIREPROOF, DURABLE, as

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Don't tie up unnecessary capital in
expensive buildings. Write us and
we'll tell you how to build at small
cost, thus leaving the bulk of your
capital to develop your business.

Our Catalogue is Free for the Asking

The
Metal Shingle & Siding Co.
PRESTON, ONT. Limited
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We think quality just as important in tinware as anything else. Compare our goods with others.

MACDONALD MANUFACTURING COMPANY, LIMITED.
PLAIN AND DECORATED TIN BOXES AND SIGNS.

Head Office and Works
TORONTO ————— **MONTREAL** ————— **WINNIPEG**
39 St. Antoine St. 111 Lombard St.

The Hamilton Stamp & Stencil Works have been incorporated with a capital of \$40,000. Head office, Hamilton. Harry Barnard is a director.

The Trenton Cooperage Mills, Limited, have been incorporated with a capital stock of \$40,000. Head office, Toronto. E. R. Linch, Toronto, is the solicitor.

The Ontario Metal Culvert Co., Limited, have been incorporated with a capital stock of \$55,000. Head office, Guelph. R. W. Gladstone, Guelph, is a director.

The Newfoundland Marble Co., Limited, have been incorporated with a capital of \$100,000. Head office, Toronto. David T. McIntosh, Toronto, is a director.

The Frankford Cooperage Co., Limited, Toronto, have been incorporated with a capital stock of \$40,000. Head office, Frankford, Ont. Geo. B. Mott is a director.

J. and T. Bell have been incorporated with a capital stock of \$300,000. Head office, Montreal. The company will manufacture boots and shoes.

The Postum Cereal Co., of Windsor, Ontario, have been incorporated with a capital of \$100,000, to manufacture cereal goods similar to those manufactured by the United States Co. C. W. Post, Washington, D.C., is the head.

The Turner Co., Limited, have been incorporated with a capital stock of \$40,000. Head office, Toronto. W. P. Ryan is a director. The company will manufacture carbonated waters, and other non-alcoholic beverages.

McIntosh & Taylor, Limited, have been incorporated with a capital of \$20,000. Head office, Toronto. They will manufacture wood and clay products. H. H. Bicknell, Toronto, is solicitor.

The W. E. Austin Co., Limited, have been incorporated with a capital of \$100,000. They will manufacture jewelry, clocks and watches. Head office, Ottawa. W. E. Austen, Toronto, is a director.

The Berlin Central Heating Co. have been incorporated with a capital of \$80,000. Head office, Berlin. They will build and operate a plant for the production of steam, hot air and hot water, for the distribution of the same.

D. Robertson & Co., Limited, have been incorporated with a capital stock of \$50,000. Head office, Toronto. The company will quarry, manufacture, and deal in stone, lime, Portland cement, bricks, drills, and so forth.

The Canadian Crown Castings Co. have been incorporated with a capital of \$199,000. Head office, Montreal. The company will manufacture cars and rolling stock of all kinds, and appliances and equipment for the same. C. C. Cousins is a director.

The G. Walter Green Co. have been incorporated with a capital of \$100,000, to take over the foundry and manufacturing business now carried on by G. Walter Green, in Peterboro.

The Hygienic Laboratories, Limited, have been incorporated with a capital of \$25,000. Head office, Toronto. They will manufacture chemicals and drugs. W. T. Standish, Toronto, is a director.



"LEHIGH" PORTLAND CEMENT

THE STANDARD BRAND OF CANADA

Specify none other for Sidewalks and high grade engineering work.

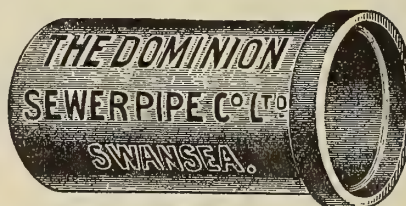
Shipments either Water or Rail.

LEHIGH PORTLAND CEMENT CO., Limited
Continental Life Building - - TORONTO, ONT.

Sewer Pipes, Salt Glazed and Vitrified

TRUE TO SIZE
IMPERVIOUS TO WATER
WILL NEVER DISINTEGRATE

Sizes manufactured and always in stock :
4-inch to 24-inch



CHIMNEY TOPS
FLUE LININGS
WALL COPING

Ask for Price List and Discount

Telephone (Toronto Connection): Park 1809
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The Dominion Sewer Pipe Co., Limited
(The Independent Company) Works and Office, SWANSEA, Near Toronto

The Home of Made in Canada

Foundry Facings, Supplies and Equipment

Manufacturing for Twenty Years

Pure Ceylon
Plumbago

For all purposes. From Manufacturer to consumer. No middle-man's profit when dealing with us.

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Everything needed for the Iron or Brass Foundry, including complete equipment.

Moulding
Sand

From the finest Brass to the coarsest Pipe and Core Sand.

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Limited

Foundry Outfitters

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Oldsmobile

Oldsmobile

FACTS ARE STUBBORN THINGS

So in buying an automobile inquire for *Facts*.

Take a car selling for less money than the Oldsmobile abroad, when you come to pay the duty entering Canada, where do you get it—in the Car? it's a *Fact* you don't.

Cars with Speed Records, what do they amount to? These are the *Facts*. Specially designed racing cars, driven by experts, break records and win track races. But you don't get that car; you get a car of racing reputation with the manufacturer's name plate on a different model, and assist in paying the racing expenses and much money added in advertising the *Fact*.

What you want is a car with a reputation for service, one of Roadability, at low cost of maintenance, or less actual expense to *You*. Isn't this a *Fact*?

The large imported cars are expensive to buy and cost considerable to maintain. The very cheap cars are expensive to keep in repair. Therefore you hear owners of such cars claim it's a *Fact* that their cars cost them frightful sums to keep up.

But! this is not the *Fact* with the Oldsmobile; for the *Facts* are we have letters from hundreds of four-cylinder owners to prove the Oldsmobile to be one requiring few repairs and low cost of maintenance.

If you would have a *logical car at a logical price*, place your order *now* for a four or six-cylinder Oldsmobile.

Send for our Catalogue. Write or come in and talk it over.

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80 King Street East, Toronto, Ont.

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**Canadian
Billings & Spencer**
Limited

Welland, Ont.

GET SOMETHING THAT WILL STAND
THE STRAIN

DROP FORGINGS
WILL DO IT

—We Manufacture—

Machine Wrenches Lathe Dogs
Thumb Screws
Eye Bolts and all machinery parts
in Iron, Steel, Copper or
Bronze

Send Models or Drawings
for Estimates



TRADE ENQUIRIES

NOTE.—For further information regarding any inquiry mentioned under this heading or the names of inquiries, apply by numbers to the Secretary, at Toronto.

- 333 **Agricultural Implements.**—A Birmingham firm enquires for saleable Canadian agricultural implements.
- 334 **Western Canada Agent.**—A well-known Winnipeg business man is open to take on two or three agencies for first-class Eastern houses.
- 335 **Building Materials, Lumber, Shingles, Doors, Etc., Furniture, Cement.**—A firm of manufacturers and real estate agents in Quebec are building a number of summer cottages in a well-known Quebec lake, and desire quotations on carload quantities in the materials entering into the construction.
- 336 **Barbed and Plain Wire.**—A Cape Town commission merchant and general agent, desires to be placed in touch with Canadian manufacturers of barbed and plain wire.
- 337 **Cattle Feeds, Oils, Soaps, Cereals, Drugs, Etc.**—A firm of manufacturers' agents in London, England, have openings for the sale of the foregoing commodities. Excellent references and wide experience. Are also prepared to act as purchasing agents for Canadian houses.
- 338 **Condensed Milk.**—A London firm enquires for condensed milk.
- 339 **Cart and Wagon Makers' Material.**—A Cape Town firm of wholesale general merchants and commission agents desires to be placed in communication with Canadian manufacturers of cart and wagon makers' material generally.
- 340 **Candy Pails.**—A firm of manufacturing confectioners in the North of England are buyers of wood candy pails, in two sizes, to hold seven and fourteen pounds; complete, with the usual wire handles. They are open to consider quotations and samples from Canadian manufacturers, in crates containing about one hundred each, one carload at a time.
- 341 **Carriage Woodwork.**—A North of England firm is a buyer of wheel spokes, bent hickory rims, hubs and carriage work generally, and wishes to be introduced to Canadian firms who could supply them to requirements.
- 342 **Export Manager or Agent.**—A well-known business man, thoroughly experienced in export trade, is open to take position as export manager for a large firm, or to undertake agencies of several smaller firms interested in export trade. Unquestionable references and experience.
- 343 **Furniture, Display Tables, Woodenware, Wooden Trunks, Camp Furniture.**—A Hamburg, Germany, manufacturers' agent desires quotations on the foregoing goods from Canadian firms for export to the west coast of South Africa. Order would be accompanied with approved credit through New York.
- 344 **Furniture.**—A Glasgow firm wishes to represent a Canadian manufacturer of furniture.
- 345 **Handles.**—A Staffordshire firm can buy large quantities of wooden handles for edge tools.
- 346 **Hardware.**—A Cape Town firm of wholesale general merchants and commission agents desires to be placed in communication with Canadian manufacturers and exporters of general hardware.
- 347 **Hardware, Chairs, General Store Stock, Etc.**—A well-known firm of import and export agents in New York City are anxious to get in touch with manufacturers of the above goods who can ship to New Zealand.
- 348 **Lawn Mowers.**—A firm of importers and merchant hardware men in the English Midlands would be interested in hearing from Canadian manufacturers of lawn mowers.

Are You Sure Your Electrical Wiring is Safe?

There is but one absolutely safe method of wiring. Instal a **CONDUIT SYSTEM**, it will eliminate all risk of Fire.

“Galvaduct” & “Loricated”

“Conduits”

HAVE NO EQUALS

Conduits Company Limited

TORONTO

MONTREAL



Cold Twisted Steel Bars

For concrete reinforcement where a bar is required possessing high elastic limit and great tensile strength, there is nothing to equal our **COLD TWISTED STEEL BAR**.

Our bar has an elastic limit of 55,000 lbs. per square inch, possesses tensile strength from 60 to 100% greater than that of ordinary bars, and its shape is such as to give it great adhesiveness. We make all sizes from $\frac{1}{4}$ to $1\frac{1}{4}$ " in lengths from 6 to 38 feet.

The Montreal Rolling Mills Co.

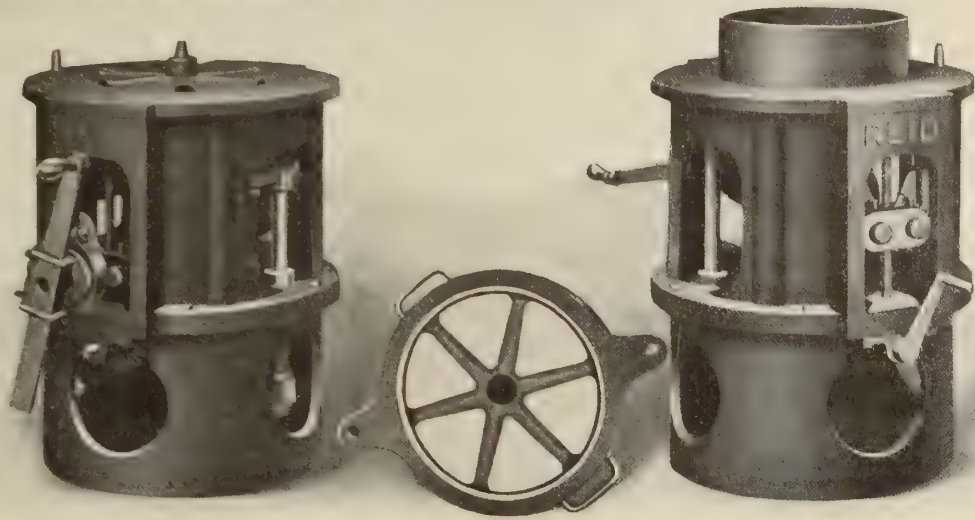
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Reid Pulley Moulding Machine

No. 1 Machine

Capacity from 6-inch diameter to 18-inch diameter and any face up to 12 inches.

The latest and best machine for moulding pulleys in the market to-day. On any given diameter the depth of face can be changed from the greatest width to the smallest in a few seconds. Simple in design, positive in action, it is a money-saver for any foundry making pulleys.

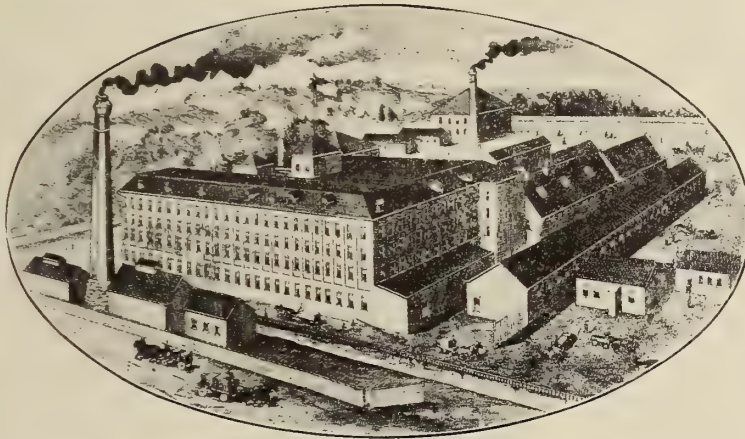


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MADE IN CANADA BY

The Reid Foundry and Machine Co., Limited
INGERSOLL **PRICES ON APPLICATION** **CANADA**

FOR



SALE

CANADIAN FACTORY BUILDINGS & LANDS

85,000 square feet floor space

11 acres of land

Brick and Stone Buildings

The above described property is in close proximity to Hamilton, Canada's greatest manufacturing centre. Being centrally located, thus affording excellent shipping facilities for all directions, having access to four great railways, cheap electric power, natural gas, together with water power. An excellent opportunity for a large manufacturing concern.

There are four very good houses on this property, one a large brick with 28 rooms, the other three with 10 rooms each. A full inspection invited.

For further particulars, etc., address the owner,

Cable Address :
 Western Union Code "Ersen"

E. R. CLARKSON,
Hamilton, Canada.

- 349 **Metal Stampings.**—A Cape Town firm of wholesale general merchants and commission agents desires to be placed in communication with Canadian manufacturers and exporters of metal stampings for Cape cart work.
- 350 **Oil Engines.**—A South African firm of wholesale merchants desires to be placed in communication with Canadian manufacturers of oil engines.
- 351 **Paper.**—A Cape Town firm of wholesale general merchants, with branches at Port Elizabeth, Kimberley, Johannesburg and London desires to be placed in communication with manufacturers and exporters of Canadian white and green printing paper (newspaper), and wrapping papers.
- 352 **Pulleys.**—A South African firm of wholesale merchants desires to be placed in communication with Canadian manufacturers and exporters of the Dodge standard wood split pulleys.
- 353 **Picture Mouldings and Requisites.**—A firm largely importing foreign-made picture mouldings would be interested in receiving illustrated catalogues from Canadian manufacturers of all kinds of picture mouldings, for c.i.f. shipments to Liverpool. They are also buyers of sundries and appliances used in the picture-framing trade.
- 354 **Picture Backing.**—A firm of importers, merchants and agents are in the market to purchase picture backing, cut from pine planks, c.i.f. prices desired, for shipment to Liverpool.
- 355 **Rims, Spokes, Etc.**—A Birmingham firm enquires for rims, spokes, shafts and hubs.
- 356 **Special Machinery.**—Expert machinist in the Province of Manitoba is prepared to undertake the manufacture of special machines of all kinds and will be glad to hear from parties interested.
- 357 **Spade Handles.**—A Birmingham firm enquires for spade handles.
- 358 **Shovel Handles.**—A Birmingham firm enquires for shovel handles.
- 359 **Spokes, Hubs, Etc.**—A Birmingham firm is open to buy spokes, hubs, wheel-barrows and washboards.
- 360 **Tomato Pulp.**—A manufacturing firm in the North of England are buyers of tomato pulp in gallon tins, and would like to hear from Canadian producers, with a view to business.
- 361 **Trimming and Soft Dash Leather.**—A New York firm of export agents are open to place an order for a client in New Zealand for the above leathers.
- 362 **Turned Wood.**—A Manchester firm wishes to correspond with Canadian manufacturers of concrete-making machinery.
- 363 **Tools.**—A Manchester firm wishes to correspond with Canadian manufacturers of machine tools.
- 364 **Wood Dowels.**—Enquiry has been received from a firm of timber importers for the names of Canadian makers of dowels, 1-4 inch by 7-8 inch. thick, c.i.f. prices desired for shipments to Liverpool or Manchester.
- 365 **Wood Pickets.**—A Sunderland, Eng., firm are buyers of pine, basswood or spruce pickets, 48 inches long by 1 inch by 1 inch, and wish to hear from manufacturers who can send large and regular shipments.
- 366 **Wooden Rollers.**—A Birmingham firm enquires for wooden rollers for blinds.
- 367 **Washboards, Clothes-horses, Etc.**—A Wolverhampton firm can accept quotations for washboards, clothes-horses, pegs, and rolling-pins.
- 368 **Woodenware and Furniture.**—A Cape Town firm of wholesale general merchants, with branches at Port Elizabeth, Kimberley, Johannesburg and London, desires to be placed in communication with Canadian manufacturers and exporters of woodenware and small wood articles, and all kinds of furniture.



No. 5171 Enameled Bedstead. Price \$15.00.

15-16 inch posts. Inside filling 5-8 inch brass and 3-8 inch steel. Chills gold tipped. Height 68 and 46 inches. Made in 4-6 width only. Sold by all reliable furniture merchants. Guaranteed for five years. 30 days' use and returnable if not suited. If you cannot get suited, write to us. Our name is on every bedstead. Get what you ask for. Made in Canada.



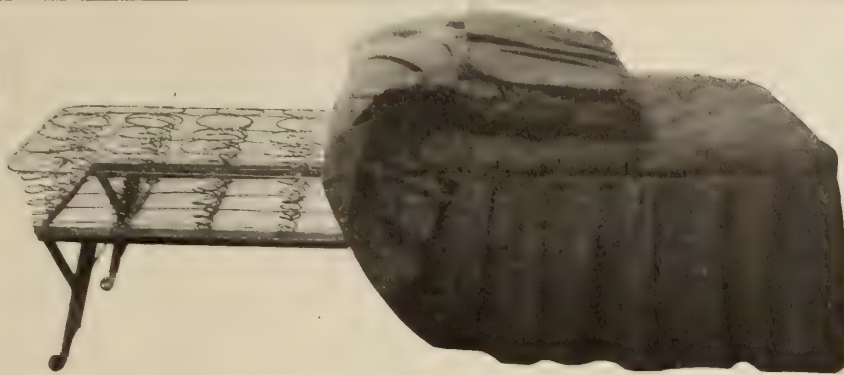
Manufacturers of

**MATTRESS
TWINES**

AND MANY OTHERS

**Shurly & Derrett
LIMITED**

1078 Bloor Street West
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"BANNER" COUCH

This Couch is made from high-carbon steel spiral springs mounted on a rigid foundation of band steel, on edge, exactly the same as the well-known "Banner" Spring Bed.

The width is 2 ft. 2 in. by 6 ft. long, and makes a comfortably roomy Cosy Corner or Lounge, and a luxurious "Banner" Spring Bed for night use.

The Pad is filled with buoyant layers of pure, new cotton felt, covered with best quality olive-green denim and pleated valance to match.

Your dealer can sell you the "Banner" Couch as cheaply as a poor sofa. Ask to see our trade mark (as shown above) before buying—it is put on the side of every genuine "Banner" Couch for your protection and ours.

THE ALASKA FEATHER & DOWN COMPANY, LIMITED
MONTREAL



**Three Things Worth Considering
When Ordering**

BAGS

**QUALITY, PRINTING AND
PRICE**

Let Us Quote You

The SMART BAG COMPANY, Limited

FACTORIES AND OFFICES:

MONTREAL

TORONTO

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Head Office: MONTREAL

**W. A. JAMES, AGENT,
VANCOUVER.**



- 369 **Wheel Timber.**—A Cape Town firm of wholesale general merchants and commission agents desires to be placed in communication with Canadian manufacturers and exporters of wheel timber for cart and wagon work.
- 370 **Wood Pulleys.**—Enquiry has been made by a well-established firm of engineers' merchants and agents who desire to hear from Canadian manufacturers of wood pulleys suitable for English use.
- 371 **Wood Screws.**—A Manchester firm wishes to correspond with Canadian manufacturers, and asks for prices of wood screws.

A Cement and Concrete Exhibition.

A Cement and Concrete Exhibition will be held in Toronto, in the St. Lawrence Arena, from March 1st to 6th, 1909. The exhibition will be under the auspices of the Canadian Cement and Concrete Association. This will provide the first opportunity heretofore given for seeing and comparing the various cements now being manufactured in Canada. It is expected that there will be a large attendance of builders and structural engineers during the course of the exhibit.

An Automobile Show.

The third annual Automobile Show will be held in Toronto in the St. Lawrence Arena from February 18th to 25th. A complete range of motor cars will be on exhibition, besides lines of motor boats and sporting goods. The excellence of preceding shows, which have been held under similar management, gives an assurance that the coming one will be of first rate interest. Ample provision has been made for the accommodation of exhibitors so that visitors can view the exhibits to the best advantage.

Varnishes for Railway Cars

We are paying attention to Varnishes
for Railway Coaches, Electric Cars
and Freight Cars

OUR LINES ARE—

Exterior Body Car Finishing

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Best Spirit Shellacs

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Manufacturers of Fine Varnishes

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Payable at par in over 30,000 places in Canada, United States, Newfoundland, West Indies, Central and South America, Hawaii, Philippines and the Yukon.

FOREIGN CHEQUES

issued in Sterling, Marks, Francs, Lire, etc., payable in all commercial countries of the world at current rates.

Travelers' Cheques. Superior to Letters of Credit

In denominations of \$10, \$20, \$50, \$100 and \$200, with equivalents in Foreign Money printed on each cheque. They are self-identifying and payable everywhere.

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Numerous branch agencies in
Drug Stores, etc., convenient
to business and residential
districts, open early and late.



THE Chameleon may change its "colors"
and the Ethiopian his skin, but the
"Elephant's" hide is impervious to all climatic
conditions. The "Elephant" brand of Gen-
uine White Lead is without a peer for
Density, Brilliancy, Covering Properties and
Durability. The "Elephant" is the Hard-
ware Man's favorite and the Painter's choice
because it is the great "Mulum in Parvo"
White Lead, a great deal in a little space.

Small Keg—Much Paint

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The Largest Manufacturers of
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Varnishes of Quality

FOR THE DISCERNING MANUFACTURER

OUR FACILITIES: A Modern Varnish Factory. Large Tanking Capacity for Aging Stock. Expert and Scientific Varnish Makers. Quick Service.

YOU RECEIVE: Highest Grade Stock of Automobile, Carriage, Implement, Marine, Piano, Cabinet, Insulating and Furniture Varnishes.

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—MANUFACTURERS OF—

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CONSULTING CHEMISTS
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19, 21 and 23 Charlotte Street,

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OTIS-FENSOM ELEVATOR CO., Limited

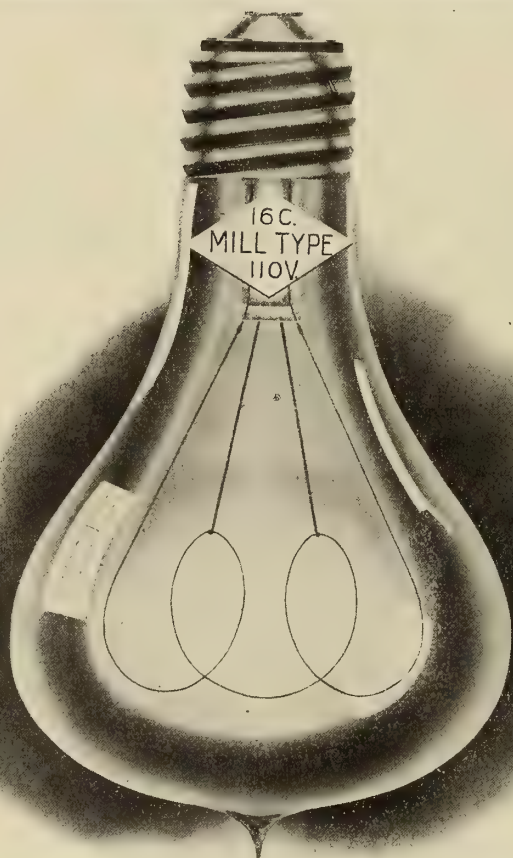
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Mill Type Lamp

These lamps may be used for general lighting purposes anywhere, but we recommend them more especially for Factory and Mill use where lamps are subjected to severe vibration.

The Anchors hold the filament steady and prevent it coming into contact with the glass.

Send us your order now for a sample case lot, 312 lamps.

Ontario Lantern & Lamp Co., Limited HAMILTON, - ONT.

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Arcade

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McClellan

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Globe

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Capital Authorized, \$5,000,000 Capital Paid Up, \$4,322,000
 Rest \$1,900,000

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 tional Bank. MONTREAL—The Quebec Bank.

Established in 1816.

Incorporated by Royal Charter in 1840.

**The Bank of
British North America**

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Reserve Fund, \$2,336,000

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Special Care Given to Savings Accounts.

Issues Circular Letters of Credit for Travellers, available in all parts
 of the world. Drafts on South Africa and West Indies may be
 obtained at the Bank's Branches. Agents in Canada for Colonial
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"Genuine Oak" Belting

MANUFACTURED FROM PRIME ENGLISH OAK STOCK

SHORT CUT SHORT LAP

Every Belt Guaranteed

BALATA**BELTING**

The Best for Exposed Situations
 Made Endless to order in TWO DAYS
 in our own factory

MILL SUPPLIES OF EVERY DESCRIPTION**D. K. McLaren, Limited**

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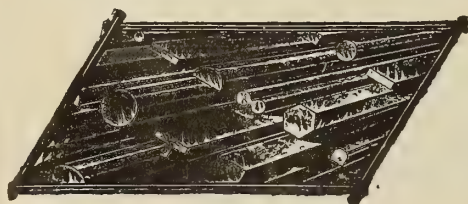
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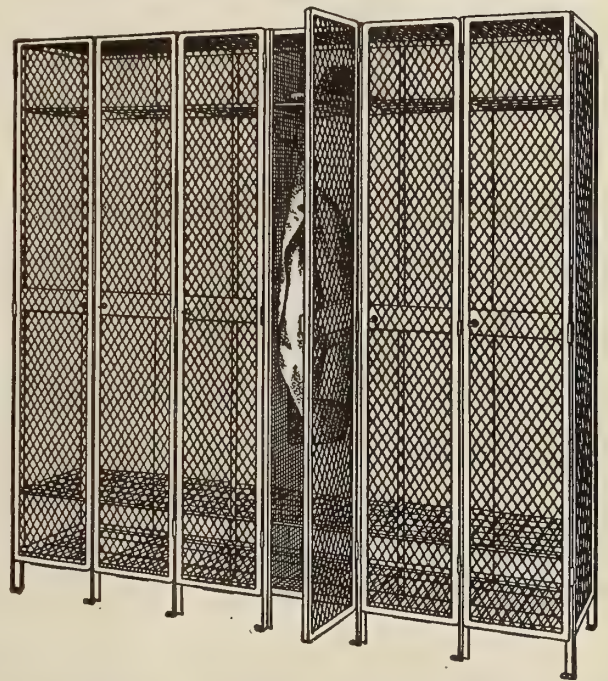
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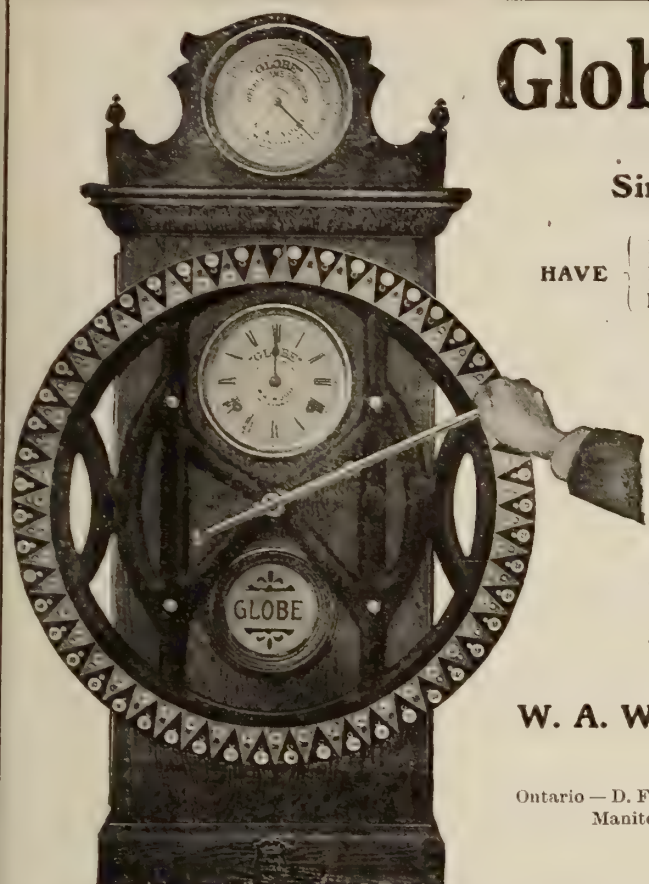
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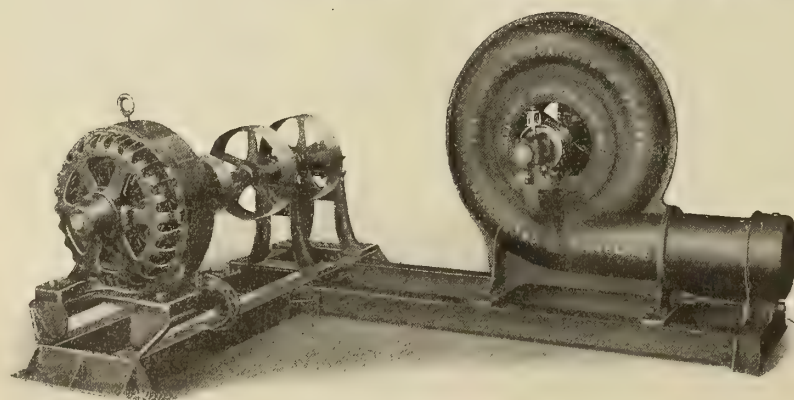
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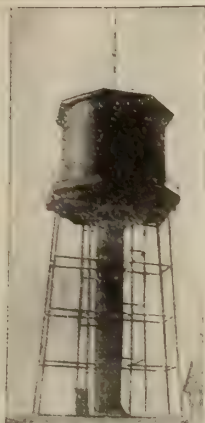
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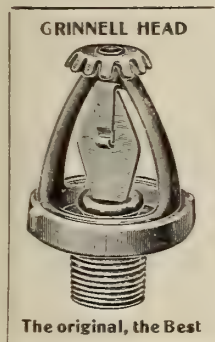
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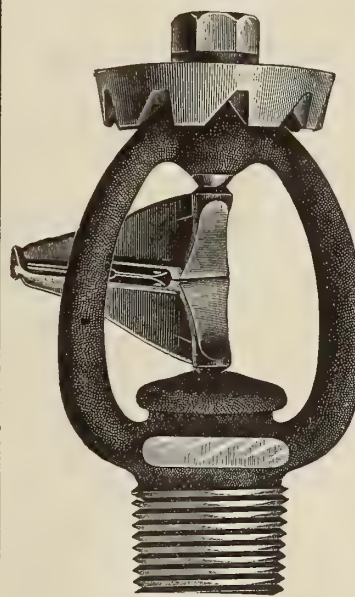
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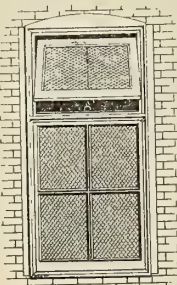
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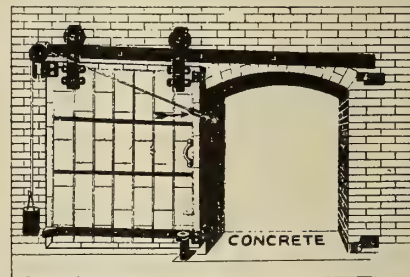
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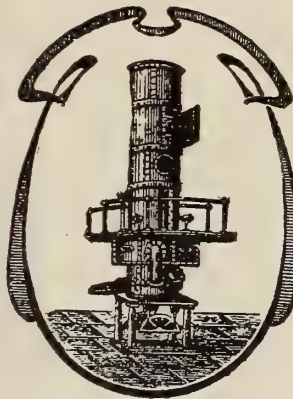
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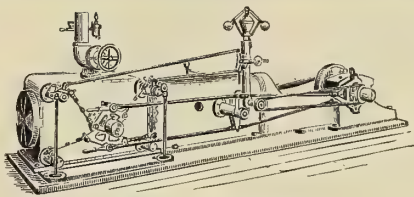
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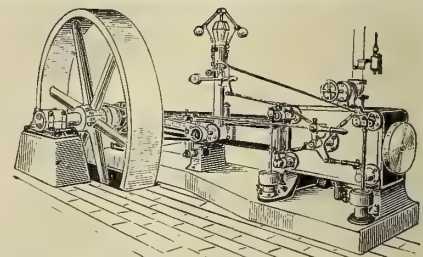
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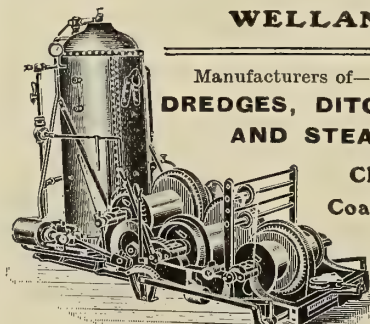
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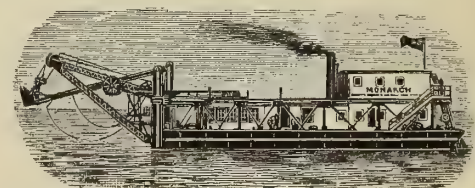
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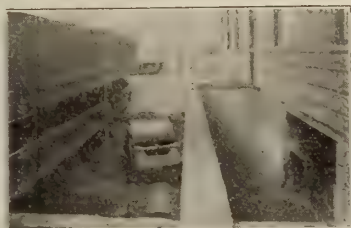
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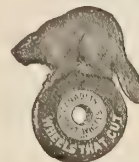
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contracts that we could not book before.

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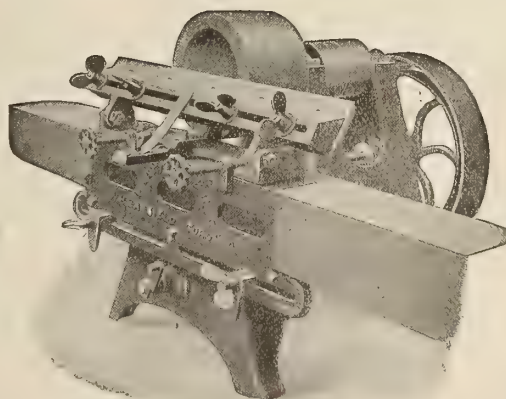
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Money
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Does Not Draw
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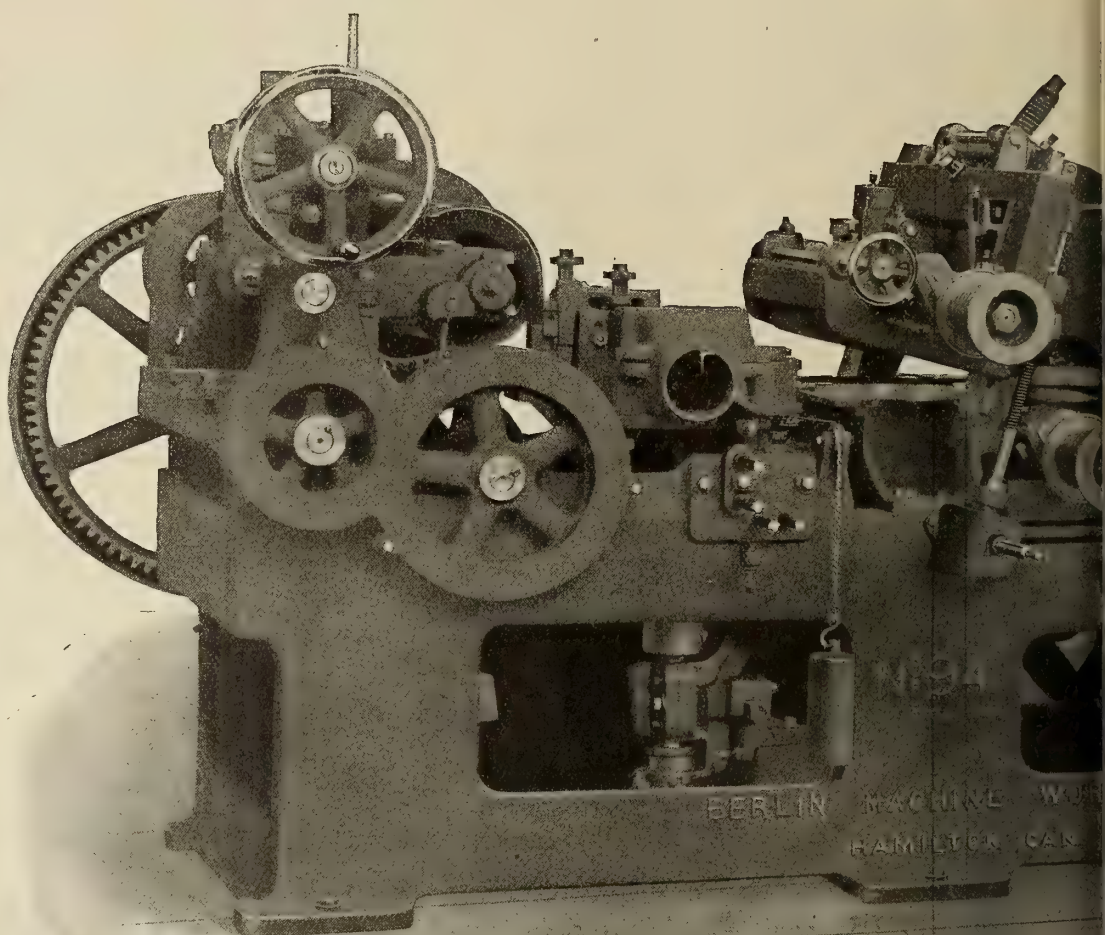
*The SEAL of
Quality*

This is a reproduction of the original, fast feed, planer and matcher, constructed with the one-piece casting for a base.

We make mention of several **features** which **this side** of the machine shows—The inevitable vibrating countershaft is entirely separated from the Base — The adjustments are all made from the working side and may be altered without stopping the machine—Individually driven feed rolls 10 inches in diameter—The bottom head cuts first and is easy to get at for adjusting, removing or sharpening the knives—The side-

head spindles, substantially supported from the bottom as well as from the side by heavy matcher legs.

The **other side** shows some more good **features** of the 94, and the gear is used on the machine—



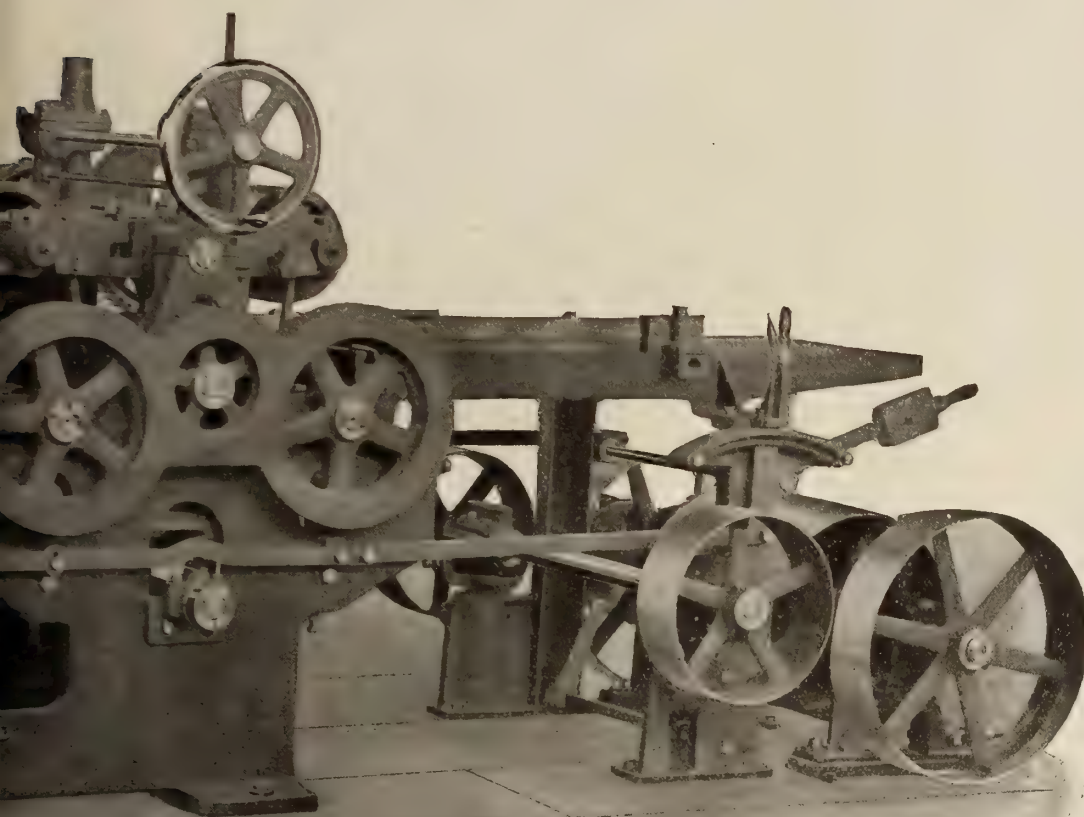
BERLIN 94 PL

BERLIN MACHINE

HAMILTON

Coast Sales Dep't,
416 Mutual Life Bldg., Seattle, Wash.

Spokane Office
412 Co



*The SEAL of
Quality*

All gears of a size are interchangeable — In no case is power transmitted through one roll to drive another — The bottom head is double belted.

There are also **some features** which **cannot be photographed**. For instance, we cannot photograph the care with which our raw materials are selected, neither can we photograph the careful, thorough manner in which skilled and experienced men construct our tools. These, nevertheless, are among the most vital factors which go into the makeup of our machinery.

Space will not permit us to say any more at this time but we will be pleased to send you a large descriptive circular of the number 94.

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CANADA

a Building.

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Hamilton, Canada

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BAR STEEL ❖ BAR IRON

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*Angles, Washers, R.R. Axles, Splice Bars,
Spikes and Tie Plates*

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*Heavy or Light, Rough or
Rough Turned*

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THE STEEL RAIL MILL OF

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IS NOW IN OPERATION AND TURNING OUT

A.S.C.E.
STANDARD
SECTION

Steel Rails

OF
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QUALITY

Your Specification will have our best attention

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BRANCH OFFICES. TORONTO, MONTREAL.
WINNIPEG, VANCOUVER, HALIFAX, QUEBEC.

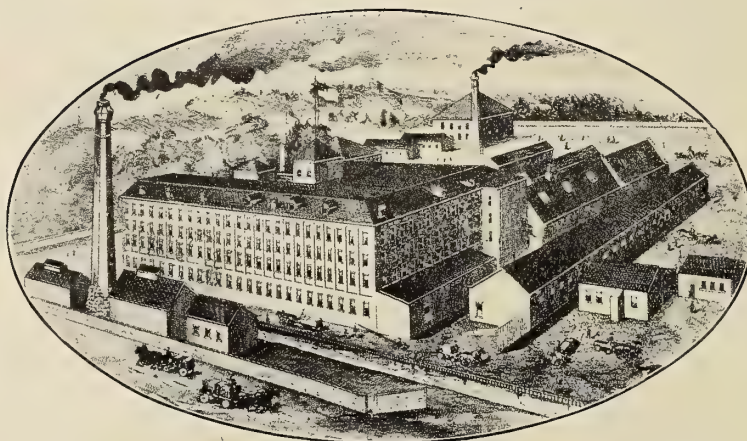
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OUR SPECIALTY

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85,000 square feet floor space

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The above described property is in close proximity to Hamilton, Canada's greatest manufacturing centre. Being centrally located, thus affording excellent shipping facilities for all directions, having access to four great railways, cheap electric power, natural gas, together with water power. An excellent opportunity for a large manufacturing concern.

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For further particulars, etc., address the owner,

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E. R. CLARKSON,
Hamilton, Canada.

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STEEL BRIDGES

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MANUFACTURERS OF

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For Wearing Parts, Insuring Great Hardness and Durability

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"Speedicut" High Speed Steel, Tool Steel, Axe Steel, Saw Steel, Files, etc
A Large Stock Carried in Our Warehouse.

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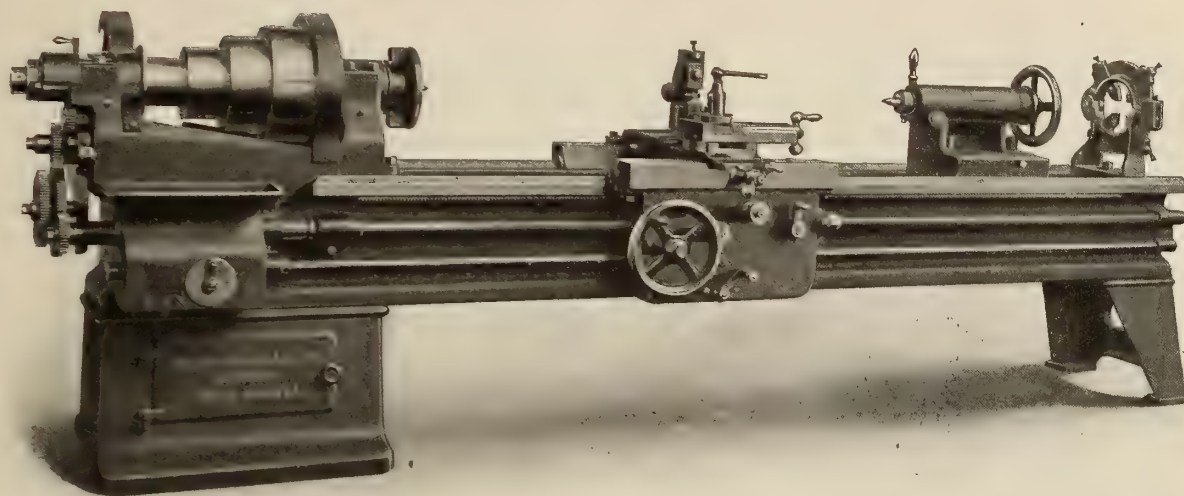
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Quotations for Tee Rails, Fish Plates, etc., Promptly Furnished

Catalogues Sent on Application

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16, 18 & 20 inch nominal swing in any length of bed.



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Our quick change gear arrangement makes three changes for any thread which may be in use. Cross and longitudinal feeds are friction driven and positive check in apron prevents feed and screw mechanism from being in contact at any time. Feeds are reversed in the apron. Ask for one of our test sheets and determine whether a machine built to fill these requirements is not high class.

Circulars and particulars on application.

The R. McDougall Co. Limited

GALT, CANADA

SOLD BY THE CANADIAN FAIRBANKS COMPANY

GOLDIE CORLISS STEAM ENGINES

For Rope Drive, Belt Drive or Direct Connection

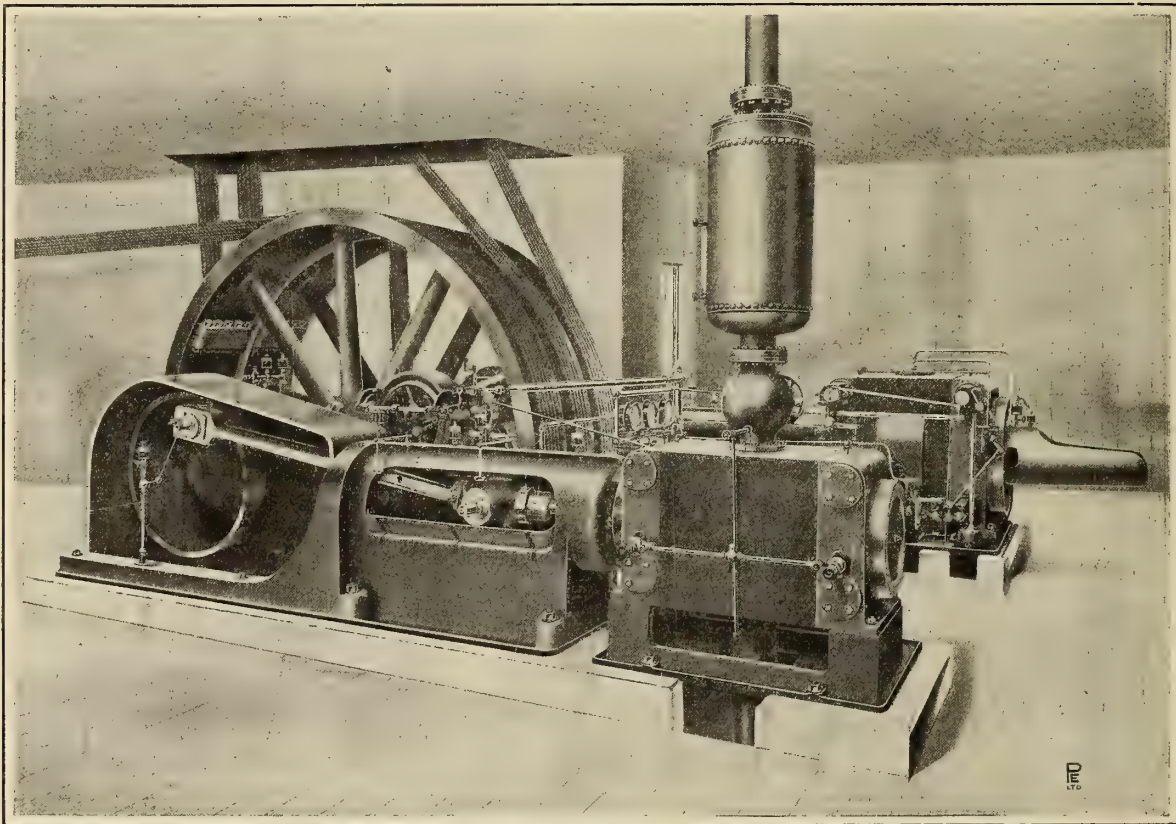


Illustration shows the Power House of the COSMOS COTTON CO., YARMOUTH, N.S., equipped with Cross-Compound GOLDIE CORLISS ENGINE, Rope Drive.

THE GOLDIE & McCULLOCH CO., LIMITED
GALT, ONTARIO, CANADA

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Taking Things For Granted

Is not good business. You don't permit it among your employees. You pride yourself in taking nothing for granted in your own affairs—mostly.

But when it comes to advertising what do you say? What do nine-tenths of non-advertisers say? "Oh, we are too well known to advertise. Everyone knows our goods." And here is just where you take for granted what is not so.

You know all about your own goods, your own processes, brands, etc., because it is your business to know.

The average consumer doesn't know, and doesn't care two straws. You have to show him and keep on showing him. If you don't, some one else will, and consequently will get the business.

People to-day talk and think on suggestion. The topics of conversation on the street, in the home, at the club, are the matters discussed in the daily papers. The brands of goods known, talked of, asked for and bought in the markets are the goods advertised in the daily papers.

The time to begin advertising is NOW. Stocks of goods are low, business is improving and large buying is imminent. It is easier to create interest and start trade your way now, than later when one of your rivals has got the tide turned in his direction.

The head and centre of any advertising campaign in Canada is

The Globe

TORONTO

recognized everywhere as CANADA'S NATIONAL NEWSPAPER. It is the paper of the office and the home; the leader of Canadian thought and discussion. Part of the public may disagree with The Globe, but they can't neglect or ignore it. Its position of pre-eminence in Canadian journalism is well grounded and unique.

Advertising in a medium of this character makes for a permanent place in the minds of the Canadian public.

We will be glad to discuss your case with you and to give you the benefit of our experience. You incur no obligation, and it may mean much to you.

Phone or write

THE GLOBE

Canada's National Newspaper

TORONTO

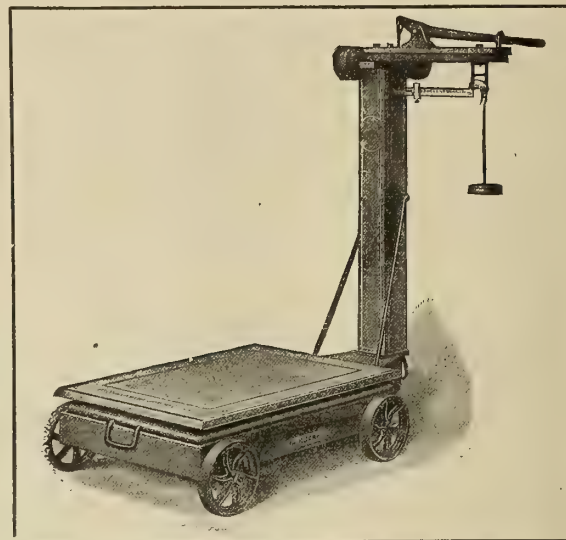
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FAIRBANKS STANDARD SCALES

*FOR NEARLY A CENTURY
THE WORLD'S STANDARD*

Fairbanks Standard Scales embody those distinctive features essential to accuracy and convenience. They are used wherever the correct weight is desired. There can be no variation with a **Fairbanks Standard Scale**.

Our **COUNTING SCALES** are just the thing to save you time and patience in counting large lots of small articles, such as screws, bolts, etc.
Send for Catalogue.



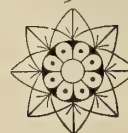
MADE IN SHERBROOKE QUE.

THE CANADIAN FAIRBANKS CO., LIMITED
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ELEVATORS



== FOR ==
FREIGHT AND PASSENGER
== SERVICE ==



The Parkin Elevator Company
LIMITED

HESPELER, CANADA

BARGAIN

The **popular meaning** of this word is "To get something for nothing."

In a strictly business sense there is no such thing as "getting something for nothing."

The **real meaning** of the word BARGAIN is "To get something which will produce good results after it has been worked long enough to pay for itself," and this is what our machinery means to you.

Some of our readers will say, "Oh, well, they are just tooting their own horn."

Of course, that's what we are doing, but facts are facts, and you will be tooting our horn, too, after you have used our tools.

"BERLIN" stands for good Sanders, Sizers, Matchers, Moulders, Planers, Surfacers, Band Rip Saws, Band Re Saws, Pony Band Mills, Saw Tables, Self Feed Rip Saws, Continuous Feed Glue Jointers, Jointers, Gang Edgers, etc., built to produce good results year in and year out, and without a lot of repairing for you to do after they are installed. We put the "repairs" into our tools before they leave the factories.

We will be glad to send you pictures and descriptions of any or all of our tools in which you may be interested.



*The SEAL of
Quality*

Berlin Machine Works, Limited
Hamilton, Can.



*The SEAL of
Quality*

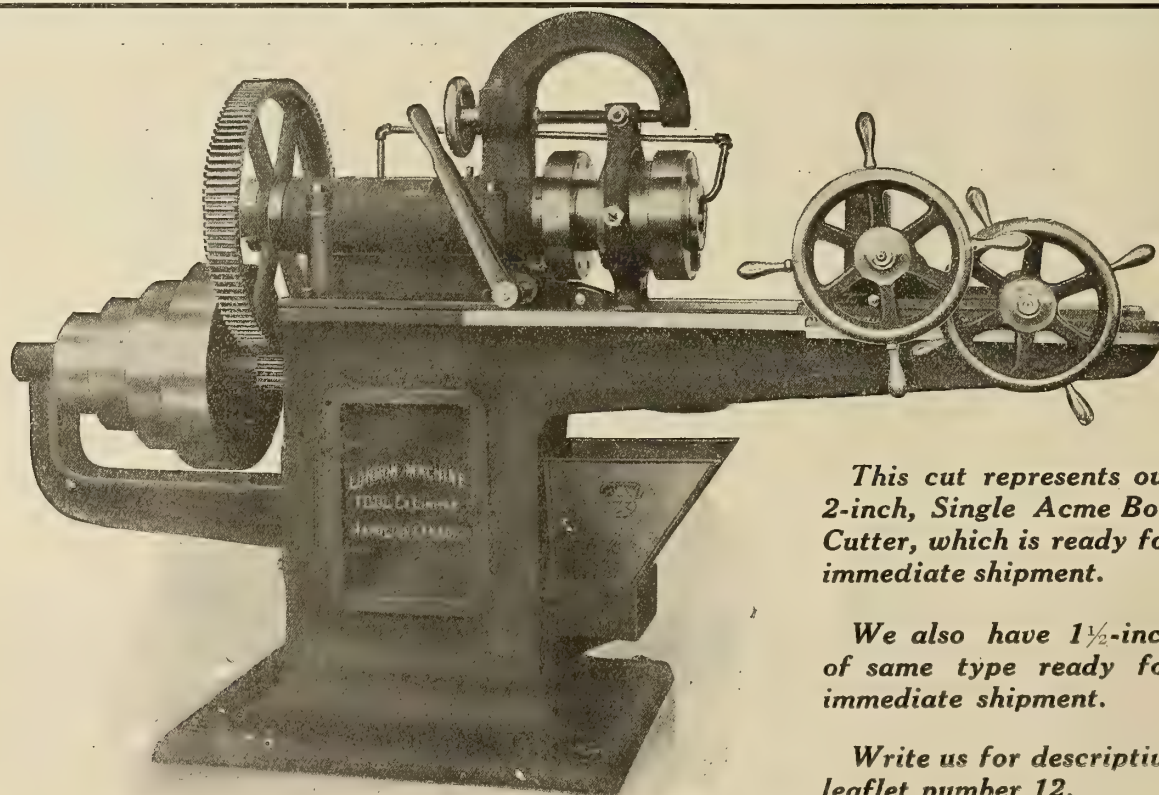
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BOLTS OF ALL KINDS**

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TORONTO BOLT AND FORGING CO. LIMITED
TORONTO, CANADA.



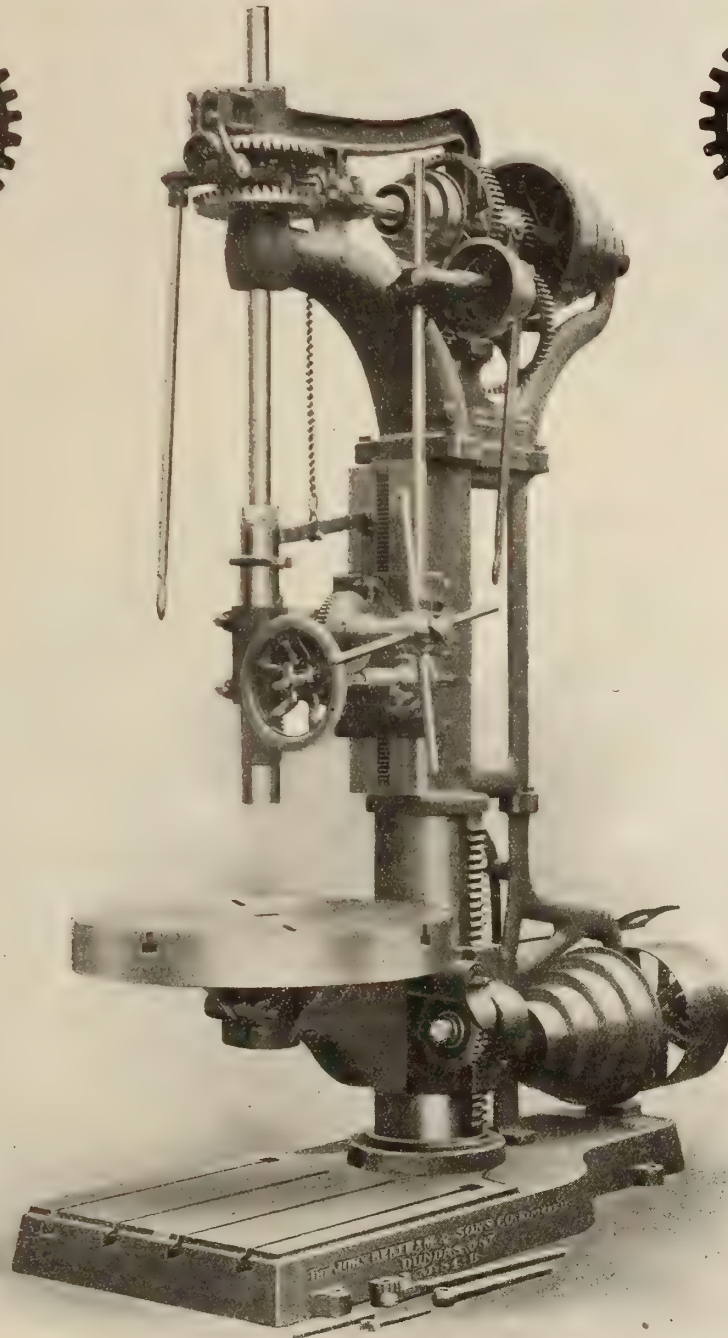
*This cut represents our
2-inch, Single Acme Bolt
Cutter, which is ready for
immediate shipment.*

*We also have 1½-inch
of same type ready for
immediate shipment.*

*Write us for descriptive
leaflet number 12.*

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45-inch VERTICAL BACK GEARED DRILL with Tapping Attachment

Built in 20-in., 25-in., 30-in., 36-in. and 45-in. sizes. All sizes in stock for immediate delivery. For prices and full particulars, write

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Sales Agents: THE CANADIAN FAIRBANKS COMPANY, Limited

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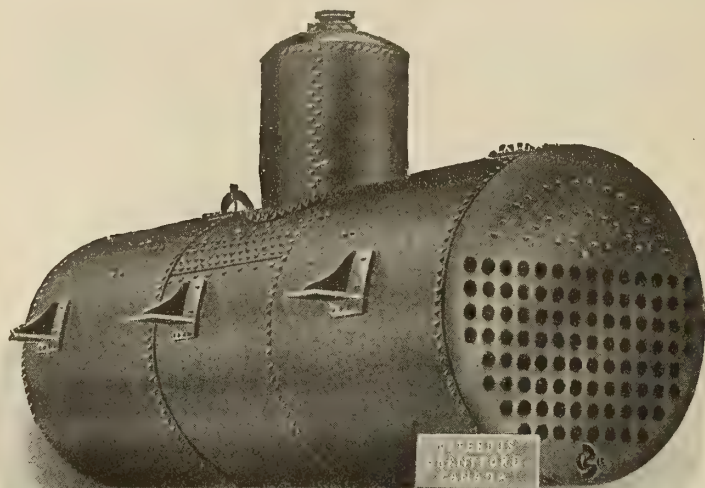
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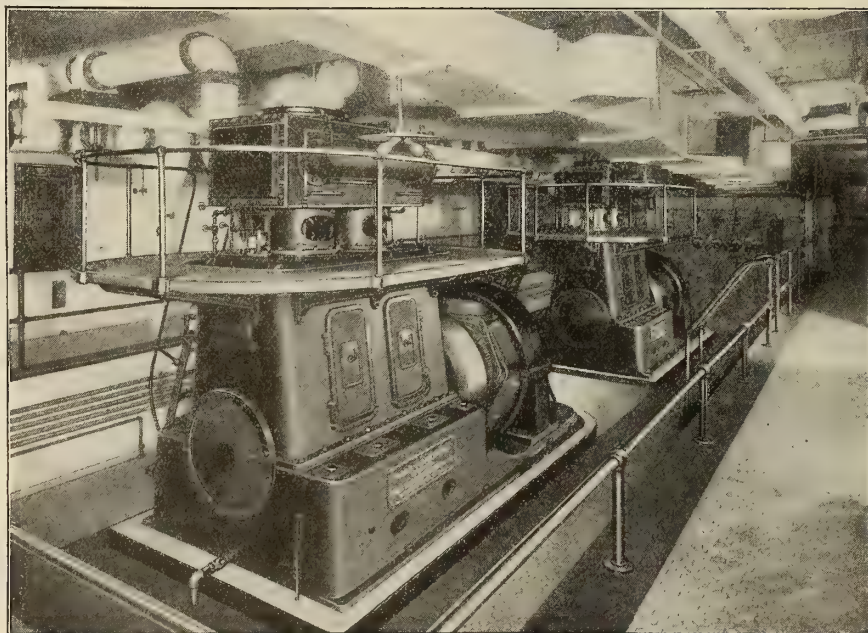


We have in stock for immediate shipment 30, 40, 50 H. P. LOCOMOTIVE BOILERS, also several STATIONARY TUBULAR BOILERS of different sizes for British Columbia and Ontario laws.

Write us your requirements in this line, also in ENGINES, SAW-MILL MACHINERY, TRANSMISSION APPLIANCES, CHAIN BELTING SPROCKET WHEELS, Etc., and we will be pleased to send you specifications with cuts and prices.

The Waterous Engine Works Co., Ltd.

Head Office and Works	-	-	-	BRANTFORD, ONT.
Branch	-	-	-	WINNIPEG, MAN.
Western Agency	-	-	-	VANCOUVER, B.C.



High Speed Vertical Engines

Of the English Enclosed Type, with Pressure Oiling System, Installed by us at the

**Traders Bank
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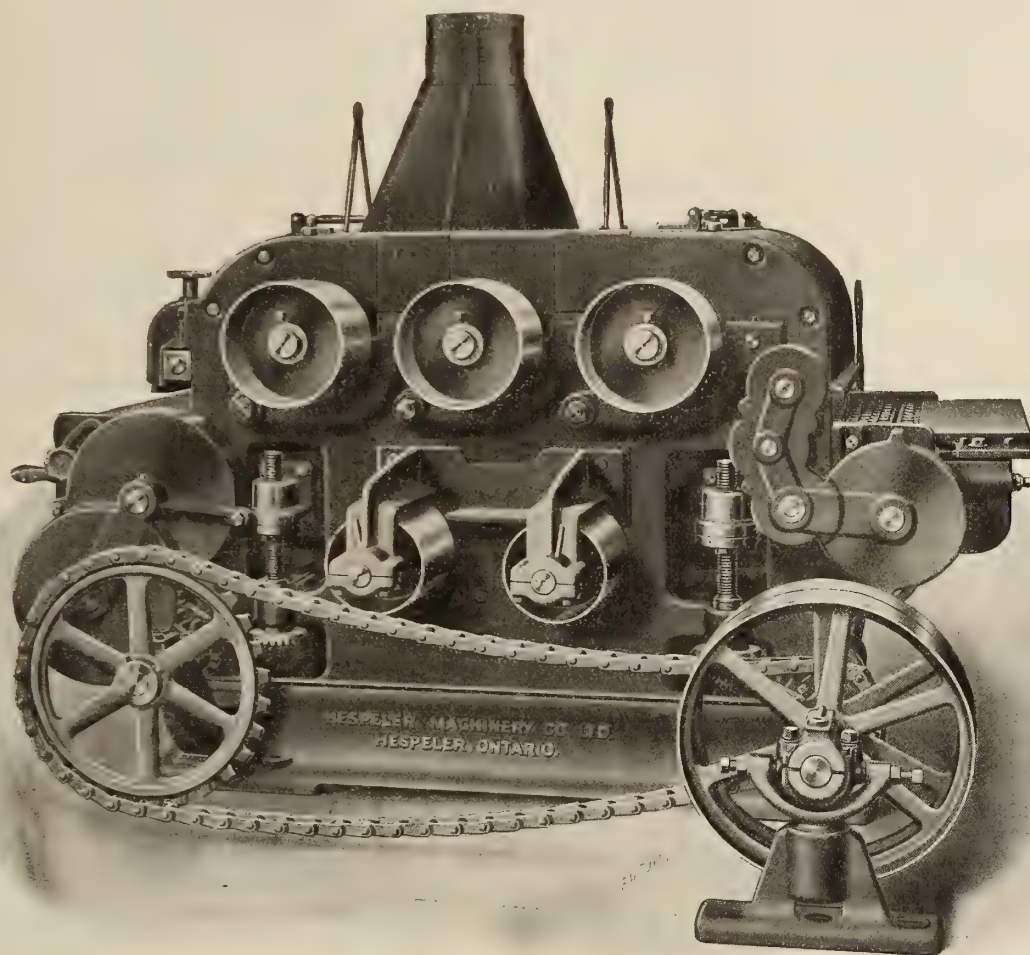
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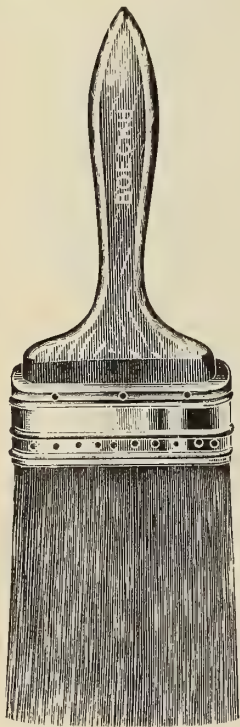
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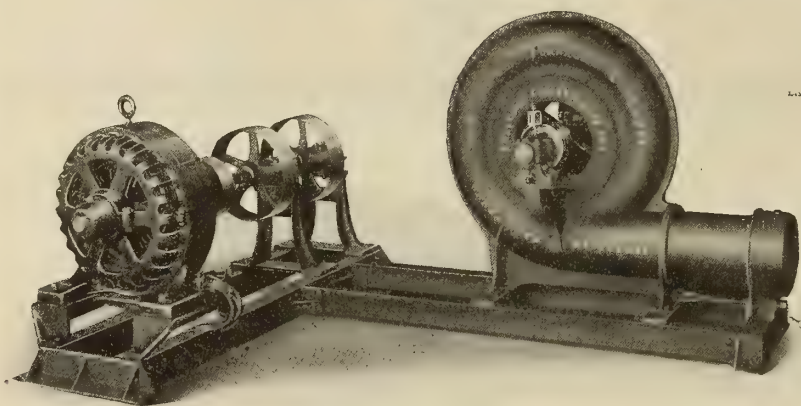
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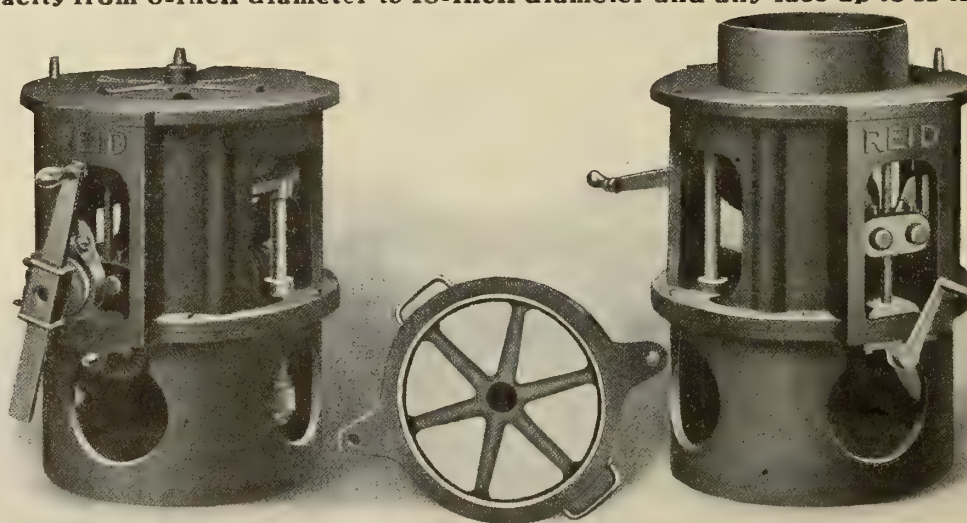
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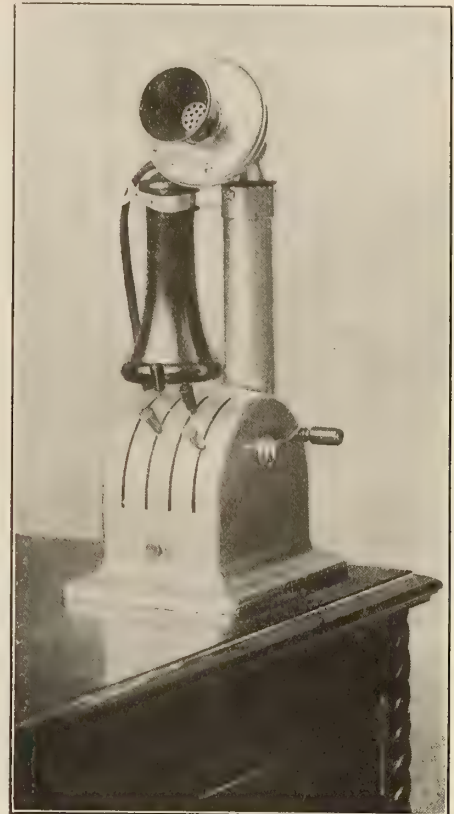
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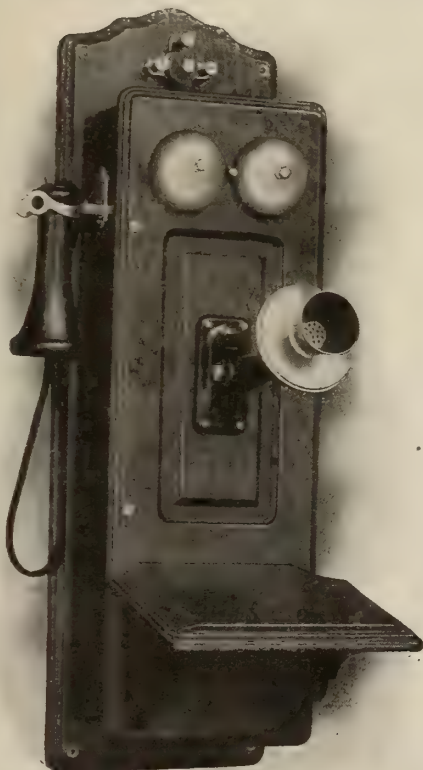
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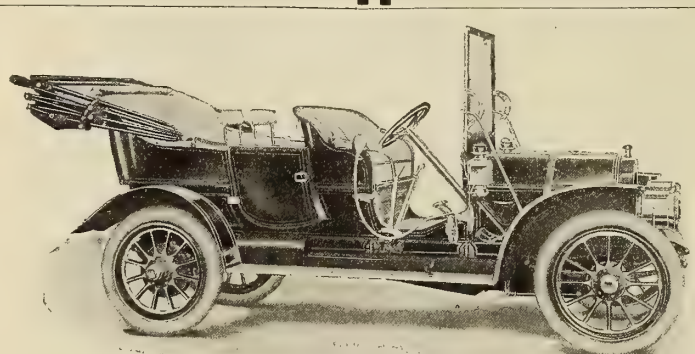


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INDUSTRIAL CANADA

ISSUED BY

The CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

Vol. IX

TORONTO, MARCH, 1909

No. 8

INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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COMMENT OF THE MONTH.

Sympathy from Abroad.

OUR benighted tendency in Canada to encourage industries by protecting them against unfair competition from abroad, stirs the sympathetic soul of *The Morning Leader*, London, Eng. Theoretically, Canada must be in a bad way. A recent issue contained a cartoon which is rather harrowing to our feelings when we look on the London fog which surrounds us in the middle of February and remember that rains were prevalent during most of January. "Canada" is shown drawing his sled through a wilderness of snow. The sleigh is laden with "Canadian Trade," and in addition has a bulky individual as a passenger, labelled "Protection." The cartoon is inscribed: *Extra Weight*.

Canada: "I should have got along better if I hadn't added this to my load."

In discussing this, the *Canadian Gazette* recalls the familiar story of the once down-at-heel English workman living prosperously in New York. As he looked round his well-appointed New York home, he exclaimed:

"And all taxed—the carpet, the table, the sideboard, even the piano—all taxed 'ere and all free in England."
"Yes, my dear," replied his wife, "but in England, you know, you didn't 'ave any of these things."

That British Columbia Company Law.

QUITE a flutter of excitement has been caused among business houses by reports in circulation with regard to the status in British Columbia of unlicensed extra-provincial corporations. Attention has been directed to the fact that such companies as do business in that province without first taking out a license render themselves liable to a fine of \$50 per day. Exaggerated rumors have gone abroad as to the amount of the annual license fee, many coming to the conclusion that it will necessitate their abandoning business in British Columbia altogether. Further, it has been represented that an offending company cannot use the courts of that province to enforce payment of a debt, hence the fear that unscrupulous customers will repudiate their obligations and shield themselves behind the statute. Now, while it must be admitted that the law is unsatisfactory, there is no cause for excitement, for the conditions with which we are confronted to-day are not the result of any new legislation. British Columbia law on these points has been the same for the past twelve years. Moreover, in some respects it is on a par with the extra-provincial corporation acts of other provinces. Had it been framed by the Legislature of that province, with hostile intent as against outside companies, there would have been trouble long ago. The fact that there has been no earlier trouble points clearly to the conclusion that the weaknesses in their Act are due to carelessness, and will therefore be the more promptly remedied. Meanwhile, it has remained for some smart lawyer to discover these weaknesses and to take advantage of them in defending his client.

Where Are We At?

AS a matter of general interest, it may be just as well to state here and now how things stand. Section 123 of the B. C. Act says that "No extra-provincial company having gain for its purpose and object shall carry

on any business *within the scope of this Act* in this province unless and until it shall have been duly licensed, etc." Unfortunately no attempt is made to define what business does fall within the scope of the Act. Elsewhere, in Alberta and Saskatchewan for example, the Act is careful to state that "the taking orders by travellers for goods, wares or merchandise, to be subsequently imported into the territories to fill such orders, or the buying or selling of such goods, wares or merchandise by correspondence, if the company has no responsible agent or representative, and no warehouse, office or place of business in the territories, shall not be deemed to be carrying on business under the meaning of this ordinance." In the absence of any such provision, the Courts of British Columbia at first interpreted the Act literally, which had the effect of bringing into question the validity of business transacted by mail, with outside corporations. It is now held that all contracts completed outside the province are valid, and that a company, even though unlicensed, can sue a resident of the province in the provincial courts to recover. Business done by travellers, however, is still regarded as illegal, and while prosecutions to collect the fine of \$50 per day are not likely to ensue as against offenders, the courts will non-suit all such offenders who desire to bring any action. As previously stated, this condition is not peculiar to British Columbia. The Nova Scotia statutes, so far as we are able to gather, are open to a similar interpretation. Of course all provinces impose license fees upon extra-provincial corporations carrying on business within their borders, but for the most part they demand these fees only from those companies that open up an office, agency, warehouse or factory, leaving the door wide open to those whose only business is done through the medium of travellers. It may well be questioned whether the decision of the B. C. Courts would stand if appealed to the Supreme Court, on the ground that it constitutes an undue restriction upon trade. Indeed, we are informed, the case which has given rise to all this unrest is being so appealed. It would seem, however, that the more satisfactory solution of the difficulty would be to press for amendments to the B. C. Act, making exceptions in favor of business done through travellers, the same as is done elsewhere.

What It Costs.

MEANWHILE, it is as well for everyone to know what it costs to take out a license in B. C. It all depends upon the amount of the company's nominal capital. For the first \$10,000 the annual fee is \$25.00. For every \$5,000 or fraction thereof from \$10,000 to \$25,000 an additional \$5.00 is required; and for every \$5,000 or fraction thereof from \$25,000 to \$500,000 an additional \$2.50 is required. In case a company whose fee, figured out on this basis, would exceed \$250, is able to file a declaration that less than half its capital is employed in British Columbia and less than half its stock held there, the Department fixes a flat rate of \$250, regardless of how high the capital may be.

Capital Must Be Encouraged.

MORE than one financier during recent months has impressed on the people of Canada the importance of the British investor to the industrial welfare of this country; and incidentally has suggested the advisability of cultivating the good will of opulent John Bull. A statement of Canadian bond issues for 1908 makes interesting reading. Out of a total of \$196,357,411, \$165,455,031 were placed in England; \$24,585,140 in Canada; and \$6,316,350 in the United States. The figures strike one forcibly with the fact that Canada is a borrowing nation. Nearly two hundred million dollars is a pile of money for seven millions of people to borrow in a single year. But we have a young and developing country and the plant must be erected and equipped before products, whether of the farm, the mine, or the factory, are turned out. So we shall continue to be, as a nation, big borrowers until our railways are built and our canals dug, and until our municipal and industrial corporations have completed their expenditures on capital account. But if we are going to continue to be big borrowers, some people will have to be big lenders and they will lend to us only if our credit is good. One thing alone will injure our credit, and that is even a suggestion that the security is questionable. Two dangerous impressions have gone abroad of late, and not altogether without reason. The decision mentioned in our last month's issue, in which Mr. Justice Riddell affirmed that the Provincial Governments were restrained by no law, human or divine, outside of the specific conditions of the B. N. A. Act, has placed us in an unenviable position, for if this is to hold, a socialistic Government could seize without compensation, franchises and properties representing large investments. Again there is a growing tendency to nag at capital, to suspect it of all kinds of insidious designs, to look on it as an evil, more or less necessary for the time, but to be banished as soon as possible. As a matter of fact there is no one thing that Canada needs just now so much as capital. Without it our water-powers will remain unharnessed and our minerals, timber and fish will be the crudest of raw material, to be taken out of the country at the least possible expense. The man with the money bags, the perpetual victim of the cartoonist, the humorist and the satirist, is the man who has made possible the magnificent development of our Western wheat fields, of our industrial centres, of our mining and lumbering industries. Without the millions that were invested in the C. P. R. and the G. T. R., our agricultural lands could never have been settled. Without the capital which built our steel plants and equipped our mines, our iron and coal would have lain inert beneath the earth's crust. Without capital we would have had none of those facilities for transportation and production which enable us to compete with others. Ill-considered attacks on capital appearing in the public press are capable of doing a vast injury to the country. They are based too often on examples of "high finance" as it is practised in the United States, but from which, happily, we are almost entirely free. Capital, fairly used, is as necessary to us as population and enter-

prise, and forms with them the trinity on which our material prosperity depends.

Buffalo is Fed at Canada's Expense.

IN the Niagara Peninsula there are two companies doing a natural gas business, the Provincial Natural Gas Co. and the Mutual Natural Gas Co. The Provincial Co. is controlled by United States interests, by the Standard Oil Co. in fact, and the entire output is piped to Buffalo. The Mutual Co. supplies, to the best of its ability, the local field. But its ability is not very great; in truth, it cannot supply sufficient gas for domestic use, and many, if not all, factories are absolutely cut off from its benefit. These manufacturing companies have applied to the Provincial Co. for a supply, which they are ready to buy steadily at as high a price as is received for it in Buffalo. Their application, however, has been refused, so that while United States consumers are receiving the full benefit of this Canadian natural product, the people who have established their factories and industries in Canada, in the very heart of the producing district, are compelled to use coal and electricity, at a considerably higher cost. Here we have a strange perversion of the natural order of affairs—a natural resource which ordinarily would cheapen the cost of production in all factories within its circle, not being used for that purpose, but on the contrary being handed over to a foreign country to sharpen the edge of its already keen competition. The facts are well known. There is only a limited supply of gas, and that supply is not being renewed by nature. If what exists were reserved for Canadian consumers, it would probably last about fifteen years. Piped to Buffalo in the immense quantities that is being done, the gas will disappear within two or three years.

Whether are we going to give Buffalo cheap gas for three years, or are we going to enjoy the benefits of it ourselves for fifteen years? We must choose, and choose promptly. The Federal Government has it in its power to prohibit the exportation of natural gas. By the provisions of the Electricity and Fluid Exportation Act, in the event of a company failing to supply Canadian consumers, its charter may be cancelled by Order-in-Council. It is time for action.

Getting Out of the Woods



Jack Canuck Strikes a Blazed Trail to Good Times

A Misdirected Campaign.

"THE public love to be fooled," was the principle upon which that great showman, P. T. Barnum, worked. The showman's dictum must have suggested the policy of *The Star*, Toronto, in its anti-combine campaign of the past few weeks. There is nothing which the public are more ready to believe than that they are paying too much for what they buy and conversely that they get too little for what they sell. So *The Star*, in its constant readiness to pander to the public taste, serves up a dish of trust-busting melange. The name is a misnomer. What *The Star* heralds as an attack on combines is in fact merely an attack on uniformity of prices.

Now *The Star* knows perfectly well that, so far from a uniformity in prices being wrong, it is an economic necessity, for no man can get a dollar for an article while his rival across the street is selling a similar article for ninety cents. If one man sells it for ninety cents, the other also must sell it at that figure or go out of business. *The Star* has no doubt noticed that all evening papers in Toronto are sold at a uniform price of one cent, yet it has not suggested that their editors be clapped into jail forthwith, though, perhaps, the paper would make somewhat of a hit with the public if it took that stand. The shafts of *The Star* are

so aimed that by no possibility will a dollar of revenue be lost to the paper as a result of its attack. A few months ago it published an item of news that J. C. Eaton had secured control of both lines of steamers running to Hamilton and that there would be no price-cutting this summer. Why has it not attacked this combine? Because the T. Eaton Co. carry a full-page ad. in every edition. But it always considers that Canadian manufacturers are fair subjects for every kind of attack, nor does the element of truth enter into its consideration at any point. The semi-weekly articles which have been appearing for the past couple of months have been tissues of falsehoods, mere figments of the perverted brain of their author. We have a front-page article, headed "Another Combine Arises—Woodenware in its Grip," followed two days after by an editorial on the same subject, saying that "there may be no combine but—" That is just a sample. Whenever the paper has risen above rumor and hearsay and has come out with alleged facts, its allegations have been promptly nailed as lies. Meanwhile suspicion and discontent have been aroused at a time when every effort should be made to restore confidence. The last article to appear, that on gold-filled watch cases, was the most puerile and malicious of all. It proved its author to be either grossly ignorant of the subject about which he was writing, or absolutely lacking in a sense of common honesty. Among business men the weakness and insincerity of the campaign have been the subject of ridicule. Unfortunately the misrepresentations have been accepted in some quarters as facts, and a deputation has waited on the Government to claim that, since certain manufacturers sell certain articles at the same price, therefore some action should be taken to put them out of business, forgetful of the fact that so long as those prices are not excessive there is absolutely no harm done.

Close of the Shoddy Dispute.

OUR friends, the Yorkshire shoddy manufacturers, have been slow to forget what they are pleased to refer to as the "downright thumpers," published in these columns last August, when one of our contributors undertook to say some nasty things about the materials they used. Nor have our own woollen men quite forgiven the retort of the Yorkshiremen that the reason Canadian mills couldn't get along was because they were equipped with out of date machinery and managed by people who didn't know the business. It goes without saying, of course, that in the heat of an argument that got away to such a good start as this, things were said by irresponsible parties on both sides that had better been left unsaid. Now, the easiest way out of such a situation is usually to exercise a little self-restraint and say nothing until everyone has cooled down again to normal temperature. That, at least, is what we tried to do, and we were just beginning to look upon the incident as closed when, a couple of weeks ago, we received the following note from Mr. Richard Grigg, H.M. Trade Commissioner to the Dominion of Canada, sent, presumably, under instructions from the British Board of Trade:

Care of Dept. Trade and Commerce, Ottawa,

Feb 19th, 1909.

G. M. Murray, Esq.,

Sec'y. Canadian Mfrs. Association,
Toronto, Ontario.

Dear Sir,—Referring to the paragraph dealing with Yorkshire woollens in the August issue of INDUSTRIAL CANADA, I understand that while the Chambers of Commerce for the West Riding of Yorkshire were satisfied with the terms of your cable of September 4th last, they felt some disappointment with regard to the confirming letter of the following day, and do not consider the paragraph in the September issue of INDUSTRIAL CANADA to be in accordance with the undertaking given in that letter. The Chambers of Commerce referred to feel that the withdrawal should be complete and its publicity should equal that of the paragraph complained of.

Yours faithfully,

(Signed) R. Grigg.

To this we replied in the words reproduced below. There is no need of further explanations, as the letter speaks for itself. We venture, however, to express the hope not only that our letter will prove satisfactory to the Yorkshire woollen manufacturers, but that its publication at this time and in these columns will be accepted as *prima facie* evidence that the hatchet has been buried.

Toronto, Feb. 19th, 1909.

Richard Grigg, Esq.,

H.M. Trade Commissioner to the Dominion of
Canada, Toronto.

Dear Sir,—I have the honor to acknowledge the receipt of your favor of even date, wherein you intimate that the Chambers of Commerce of the West Riding of Yorkshire still await from the Canadian Manufacturers' Association a retraction of the article which appeared in the August number of INDUSTRIAL CANADA, attacking Yorkshire shoddies on sanitary grounds.

As you are no doubt aware, I cabled the Batley Chamber of Commerce, under date September 4th, as follows: "Canadian Manufacturers' Association sincerely regrets any injustice that may have been done British woollen manufacturers by publication of article in INDUSTRIAL CANADA, reflecting on quality of Yorkshire woollens." The expression of regret which this cablegram was intended to convey was sincere, not merely as representing my own feelings, but the feelings of members of the Association generally, who have no desire to protect themselves against competition by unfair criticism. That this message of regret was sent of our own volition, without awaiting a formal protest from the Yorkshire woollen manufacturers, that it was sent moreover within a few hours of the receipt of word through the Toronto press that the article had given offence, bears on the face of it evidence of our sincerity.

If my letter to the Secretary of the Batley Chamber of Commerce, sent the day following, in any way marred the effect of this cablegram, I must ask the Yorkshire manufacturers to be generous enough to ascribe it to an unfortunate choice of words on my part. I gather from press despatches that they have taken exception to my calling the article a "supposed" attack on the sanitary quality of their goods. It is to be regretted that I separated this word "supposed" from the qualifying phrase "by this Association," for, I frankly admit, a hurried reading of the sentence might create the impression that I was unwilling to regard the article as an attack at all, whereas the idea I wished to convey was simply that the Yorkshire manufacturers were in error in supposing the attack to have been made officially by this Association. As the remaining portion of my letter indicated, the views expressed in the article were the views of a contributor only, not the views of the Association.

In conclusion, I may state that at my request all the Toronto morning papers of September 5th, whose combined circulation is probably forty or fifty times that of *INDUSTRIAL CANADA*, published the cablegram quoted above, in addition to which it was copied by the press throughout the Dominion, so it would appear that the desire of the Yorkshire Chambers of Commerce for a public retraction had already been complied with.

I am, dear Sir,

Yours faithfully,

(Signed) G. M. Murray,

Secretary.

The Metallic Roofing Co. Case.

WHEN the announcement appeared that the Metallic Roofing Co. and the Sheet Metal Workers' Union had settled their differences out of court, the Toronto papers, following their usual policy of truckling to organized labor, reported the incident in such a way as to create

the impression that the company had been forced to give in. Not that they knew any better, for they probably accepted the Union's version of the story without taking the trouble to verify it by enquiry of the Company or its solicitors. As a matter of fact, instead of constituting a victory for the Union, this case has been nothing but a series of crushing defeats for them from first to last.

When the litigation commenced in 1902, there was no precedent to define the proper procedure in bringing members of a union before the court. The membership was too large to make the individuals all parties by name, and not being incorporated, the Union had no legal status, and could not be sued in its combined capacity. After two years and a half

of legal skirmishing, the Court sanctioned the bringing what is known as a representative action, that is to say, an action in which certain parties specially mentioned are made to represent not only themselves, but others. Next it became a question whether members of the Union were all personally liable for the wrongful acts committed by their officers in the name of the Union, or whether those persons only were liable who were shown to have taken active part in the acts complained of. The decision of the Court on this point was that all were liable.

Protection Grafts on the Old Fruit Tree



Mr. Bull: "For a Free Trade tree it's h'expected to bear a 'eap of protection fruit."

Going a step further, the Company contended that members of affiliated unions, whether local or outside of Ontario, were also liable, so long as those unions approved the acts of the local. Again they were upheld by the Court. Not satisfied with this, they next established the principle that any funds of the local or international union could be attached to satisfy a judgment.

The Present Position.

ON all these points the decision of the Court of Appeal affirming the judgment in favor of the plaintiff company establishes a precedent that will govern Ontario decisions, and no doubt strongly influence decisions in the courts of other Provinces. The judgment of the Privy Council in no way questions this precedent. The *Globe* is incorrect when it states editorially that the Privy Council reversed the decisions of the lower courts. All it concerned itself with was whether under any circumstances the members of the Union could be made liable for a strike itself as distinguished from acts done to make the strike effective. The Trial Judge, in charging the jury, had not made this point sufficiently clear, and by reason of a misdirection on his part the Privy Council ordered a new trial. Its very silence with regard to preceding judgments may be assumed to indicate its concurrence in them. Looked at in the general perspective, therefore, union interests have lost a great deal of ground by this litigation. The settlement of the case out of court probably saved them the humiliation of final and absolute defeat, but, after all, little was to be gained by pushing them that far. What the employers were after was protection, not persecution, and the court precedents established by this *cause celebre* give ample assurance that for the future that protection will be accorded.

A Phase of Technical Education.

SOME there are who would have the whole loaf or no bread at all. Yet most will agree that any advance towards the technical instruction of our workmen marks a stage in the progress towards a desirable goal. Looking at it from the latter standpoint, we see the possibility of much good coming from the plan which the Ontario Government announce that they are about to inaugurate. The scheme has something of the partnership idea about it. Acting on the theory so often propounded by that prodigal giver of libraries, Andrew Carnegie, who seems to be constantly torn between a passion on the one hand to dissipate his wealth and on the other to save his fellow-men from the degenerating effect of taking it, the Government will insist on the beneficiaries doing something for themselves. Hence, they propose to organize a league of industrial libraries. Each library will be required to expend not less than \$100 per annum for the purpose of purchasing text-books covering the principal trades represented in the workshops and factories in the town. To such libraries it is proposed that the Education Department shall loan,

through travelling libraries, technological books to the value of \$100. Care will be taken to prevent the duplication of books. The text-books will be loaned to any mechanic without charge, and it is expected that arrangements will be made for holding examinations in the local libraries at stated intervals. Mechanics who complete the course of reading and pass the examinations will be given certificates.

Mr. Drury Protests.

MR. E. L. DRURY has been protesting again. Mr. Drury, as all inhabitants of Toronto and parts contiguous thereto know, is the great soap-box apostle of socialism. Night after night his lowly pulpit is set up on some street corner and the unhappy condition of his auditors is explained to them. On more than one occasion said auditors have become so demonstrative as to call for the interference of the strong arm of the law. Whether in approval or disapproval of his words, the story does not tell. He is a propagandist. His is the real thing—socialism pure and undefiled. None of your spineless, lily-livered socialism of the English school for him. Keir Hardie and his fellows are in Mr. Drury's eyes little removed from blue toryism. Mr. Drury presents all the earmarks of a Man with a Mission—the ascetic face, the hollow cheeks and deep-set, hungry eyes—such a Cassius man as moved Caesar to complain, "He thinks too much—such men are dangerous." He is eager, enthusiastic. He would reform society, but would commence by destroying it. We can almost hear him joining in old Omar's prayer,

"Could you and I with Him conspire
To grasp this sorry scheme of things entire,
Would not we shatter it to bits—and then
Remould it nearer to the Heart's Desire?"

Yet, sad to relate, even in this Sir Galahad there appears a taint of selfishness. He protests against the Salvation Army sending out any more emigrants to Canada, in short-sighted fear that he will find more competition in his trade. In all humility we ask, by what divine charter was Canada and the wealth thereof vested in Mr. Drury to the exclusion of all others?

Sir Wilfrid Gives a Promise.

THE birth of a commission on technical education seems imminent. After much waiting and watching on the part of employers, artisans and educationalists, Sir Wilfrid Laurier has at last stated that the Government will undertake to collect all the information required on the subject; not, he is careful to add with the intention of using it themselves, but for the benefit of the Provinces. What has been asked for years is just what Sir Wilfrid has now promised in specific terms, that investigations be held with a view to the preparation of a definite plan along which all the Provinces can work. What is essential now is action. We have had enough discussion. Let a commission be appointed and the investigation proceed.

UNIFORMITY IN PROVINCIAL BOILER LAWS.



Mr. F. E. Leonard
who is working for uniform boiler specifications

THE Federal idea has its drawbacks. Last month attention was called editorially in INDUSTRIAL CANADA to the anomaly of having different requirements for the various provinces in regard to succession dues. It was pointed out further that even in the case of physicians, a man who was qualified to practice in either Ontario or Quebec was not thereby deemed competent to tend the sick in the other province.

In the industrial world we have a still more pressing grievance. No two of the ten provinces have the same regulations for boiler construction. Now the population of Canada is so sparse that in order to do a fair business, engine and boiler makers are compelled to push their sales from one end of Canada to the other. Yet it is clearly impracticable to have ten different types of boilers, according to the province in which the sale is made. Certainly such a condition is uneconomic. A boiler which is built to satisfy all requirements of the Alberta law, cannot be sold in British Columbia, and vice versa. A boiler which is adjudged perfectly safe in New Brunswick will not be accepted in Ontario.

The Engine and Boiler Section of the Canadian Manufacturers' Association, under the chairmanship of Mr. F. E. Leonard, over a year ago, undertook the task of securing uniform laws in all the provinces. The work is being continued this year under Mr. Wm. Inglis' Chairmanship. The intention of the Section is to draw up specifications which will ensure absolute safety, and then endeavor to have Acts passed in all the provinces, based on these specifications, so that the same boiler can be sold in any part of Canada. Considerable progress has already been made in interesting the authorities in the subject. A definite campaign has been mapped out and it is hoped that within the next twelve months the desired uniformity will be an accomplished fact. The subject is of prime interest to users of boilers, as anything which will tend to reduce the number of types which a manufacturer is compelled to make, should operate in the direction of a reduction in cost.

A NEW BRANCH.



Mr. G. J. Armstrong
Chairman
Niagara Branch

THE Niagara Peninsula has developed into a strong manufacturing district.

Its manufacturers are among the keenest and most aggressive members of the Canadian Manufacturers' Association. Recently it advanced a stage by the formation of a Branch of the Association. A number of problems of purely local concern are pressing for solution and the members decided that, acting as a unit, their efforts would be productive of far better results

than if scattered. Just now the all-important question is that of the supply of natural gas. There is an Act on the statute book, framed with the idea of giving Canadians relief if ever they were made to suffer through the exportation of an excessive amount of gas. The very conditions anticipated by the proposers of this Act now obtain. Canadians are refused a supply while immense quantities are being piped to Buffalo. The newly-established Branch will make it its business to curtail that exportation or make life a burden for its representatives at Ottawa until its members are satisfied.

Other matters, too, are being taken up seriously. On Feb. 17th a meeting was held in St. Catharines at which the President, Mr. R. Hobson; Mr. R. W. Breadner, Manager of the Tariff Department; Mr. J. E. Walsh, Manager of the

Transportation Department, and Mr. D. B. Gillies, of INDUSTRIAL CANADA, spoke. The International Freight Rate case has a real meaning for producers in this district, and they are brought into close contact with United States competition, so that the tariff and customs are of perennial interest. Thus the thirty members of the Branch who were present followed the statement of what the Association was accomplishing through its several Departments, with the keenest attention.

Mr. G. J. Armstrong, President of the McKinnon Dash and Metal Co., St. Catharines, has the honor of being the first Chairman of the newest member of the Association's family. Under his care the Branch should experience a year of activity. There is an abundance of work to be done.

THE LEGISLATIVE WORRY DEPARTMENT WORKS OVERTIME.



Mr. R. S. Gourlay
Chairman Parliamentary
Committee

THESE are busy times for the Association's Parliamentary Committee.

Charged as it is with the duty of giving attention to all legislation affecting the interests of Canadian manufacturers, it must be constantly on the alert for matters coming up, not only at Ottawa, but at each of the provincial capitals. Every bill must be carefully scanned. If it is found to contain points affecting the interests of a single trade, it is passed on for report to the Section concerned; if it touches manufacturers in a general way it is immediately investigated by the committee itself, and made the subject of a report to the Council.

From the very nature of things, much of the Committee's work is negative in character. That is to say, it endeavors to safeguard business interests when the latter are threatened by legislation which seeks to promote the interests of a class. Its recent campaign against the Eight-Hour-Day Bill is a case in point. This measure promoted by organized labor, sought by indirect means to force upon workmen and employers in all localities and in all occupations a maximum working day of eight hours. The disastrous results that might be expected to flow from such legislation made it plain that it must be opposed, and through the splendid organization at its command the committee was able to act both promptly and effectively. Here its work was destructive and defensive.

But it is not all of this kind. It is as much a part of the committee's duty to be constructive and offensive as it is to be destructive and defensive. It does not content itself with knocking out the pernicious legislation initiated by the other fellow, but aims to improve conditions by itself initiating legislation of a salutary kind. The Secret Commission Bill, now become law, was first recommended to the Government by this committee last summer. In response to its repeated urging the Government of Prince Edward Island has just been induced to repeal the obnoxious law imposing a tax on commercial travellers. The Ontario Act conferring the franchise on incorporate companies is another feather in the committee's cap. At present it is memorializing the Government of British Columbia suggesting amendments to the Extra-Provincial Corporation Law which it is hoped will clear away the awkward difficulties to which the present Act has given rise.

The Chairman of this Committee, Mr. R. S. Gourlay, piano manufacturer of Toronto, is one of those who believe that in this class of work eternal vigilance is the price of success. He is always on the job. Keen and alert, nothing escapes his notice. Whatever measure of success attends the efforts of the committee this year, it is safe to say it will be due largely to this man's admirable tact and indefatigable energy.

INTERESTING FACTS ABOUT THE CUSTOMS

By R. W. Breadner,

Manager Tariff Department, Canadian Manufacturers' Association

Practically Every Manufacturer Pays Considerable Sums to the Customs Department at Ottawa Each Year. Mr. Breadner has Found that Through Ignorance of Certain Details or Misapprehension of Some Provisions Many are Paying More than the Law Demands. Some Striking Illustrations of How the Customs Act Works are Given Herewith.

GOODS bona fide exported to Canada from any country, but passing in transitu through another country, shall be valued for duty as if they were imported directly from such first mentioned country, subject to the following conditions, namely:

(a) The Bill of Lading for the transportation of the goods to Canada shall show the ultimate destination of the goods, from the place of original shipment, to be a port in Canada, without any contingency of diversion, and the goods shall not be entered for consumption or for warehouse, or remain unclaimed, or remain for any purpose other than their transshipment or transit in any intermediate country.

(b) The said Bill of Lading for the transportation of the goods from the port of original shipment to Canada, or a certified copy or copies thereof, and such further evidence as the collector may require to establish the direct exportation of the goods from the place of original shipment to a port in Canada, as hereinbefore provided, together with a proper invoice of the goods, shall be produced by the importer to the Collector of Customs at the port of entry; provided that a customs certificate showing the transshipment of the goods in a British or foreign port, without entry thereat, for consumption or for warehouse, or for any other purpose than their transportation in transitu to the port of destination in Canada, may be required by the said collector as further evidence, in any case where he deems it necessary, in addition to the Bill of Lading; provided also, that any original Bill of Lading when so produced to the collector and marked with the customs stamp, may be returned if a "Transitu Statement" (in a form approved by the Minister of Customs) containing the material facts set forth in the Bill of Lading respecting the consignment, including package marks and freight charges, be filed with the collector, and be by him compared with the particulars in the original Bill of Lading.

(c) Goods not imported in conformity with these regulations, shall be valued and appraised at their fair market value, as sold for home consumption in the principal markets of the last country whence the goods were transported into Canada, as at the time when the same were exported from such country.

The Transitu Statement above mentioned in section (b) may be in the following form:

Form E. 37—Canada Customs—Transitu Statement

Extract from original Bill of Lading of merchandise imported at per.....
from dated at

Marks on packages.—Description of the goods, showing the name and place to which they have been consigned in the exact terms set forth in the Bill of Lading.

True Extract.—Compared

at

.....190

According to this regulation, if a shipment of British goods was consigned from Great Britain via New York to the port of Toronto, and previous to its arrival in Canada, the destination was diverted to any other port in Canada, say Montreal, it would on entry at Montreal, have to be treated as an importation from the United States and be valued and rated for duty accordingly. If the goods were of a class or kind made or produced in Canada, in addition to the general tariff rate being assessed, the dumping clause would also apply.

Example 1.—In respect to a shipment of steel rails manufactured in Great Britain and consigned from that country via New York to Toronto, the destination of which on arrival at New York was diverted to Montreal, it would on entry at Montreal be assessed duty as a consignment from the United States and be valued and rated for duty accordingly.

Example 2.—In respect to an importation of wines consigned from a place in Portugal to Winnipeg, if on arrival in Great Britain, the destination was diverted to Toronto, the shipment on being entered at Toronto, would have to be treated as an importation from Great Britain, and in such case, the duty of the United Kingdom would be included in the value for customs purposes in Canada.

Goods Purchased in Bond in a Foreign Country or in Great Britain.

Many importers consider if they purchase goods "in bond," entry at customs should be allowed at the "in bond" value. Under the law, the value for duty of any goods imported into Canada shall be the fair market value thereof, when sold for home consumption, in the principal markets of the country whence and at the time when the same were exported directly to Canada. The term "home consumption value" means out-of-bond value. It is safe to assume that in respect to goods purchased "in bond," on importation into Canada, duty would be payable on not less than the "in bond" value plus the duty (excise or customs) leviable on the goods if they had been taken out of bond for home consumption.

Freight Deductions.

It is held by many importers that in respect to goods sold f.o.b. point of destination, the cost of transportation should be deducted in order to arrive at the fair market value for duty purposes. It might be pointed out that the allowance of this deduction depends entirely upon the conditions under which the goods are sold to the home trade in the country of export. It is the practice of a large number of manufacturers to have a certain fixed price for their goods, which includes delivery, the delivered price being the same as the selling price at point of shipment. In such cases the cost of transportation cannot be deducted for duty purposes, as such would reduce the value below the selling price at point of shipment, and in fact below the home consumption market value at which the goods would be offered for sale at any of

the delivered points. It is safe to assume, therefore, that in no market to which the goods are delivered, are sales made for home consumption in the delivered market at less than the selling price at point of shipment. If the law was otherwise no fixed value could be ascertained owing to the cost of delivery varying according to the point of destination.

In cases, however, where a manufacturer has a fixed price for his goods at point of shipment, and when he sells at a delivered price, adds to the selling price at point of shipment the cost of transportation, whatever that may be, the delivered price varying according to the charge for delivery, the cost of the freight should not be included in the value for duty.

Example—If the value of steel rails in Pittsburg was \$28.00 per ton, and the delivered price to Detroit, Chicago, Buffalo or New York, was the same amount, the value for duty if shipment was consigned from Pittsburg would be \$28.00 per ton. It is reasonable to suppose that the rails would not be offered for sale in Detroit, Chicago, Buffalo or New York at less than the delivered price. On the other hand, if \$28.00 was the market value of the rails at Pittsburg, and when a delivered price was quoted, the cost of delivery was added to the \$28.00, it would not be fair or just to collect duty on the cost of transportation in cases where the rails were consigned from Pittsburg to the port of entry in Canada.

Cash Discounts.

Under the provisions of section 43 of the Customs Act, an appraiser or collector acting as appraiser, in estimating the value for duty of goods purchased by an importer in Canada, may allow a bona fide discount for cash not exceeding 2 1/2 per cent, when allowed and deducted by the exporter on his invoice. It may be noted that the discount cannot be allowed unless at the time of making entry at customs it has been actually allowed and deducted by the exporter on the invoice presented to customs. Conditional cash discounts, such as "2 per cent. if paid within ten days" cannot be allowed for duty purposes. The cash discount must be deducted on invoice without any condition or qualification.

Value and Date Shipment.

Section 43 of the Customs Act also provides that duty shall not be assessed on less than the invoice value of goods in any case, except on account of reduction in the fair market value of such goods between the time of their purchase by the Canadian importer and their exportation to Canada. According to the provisions of the Act, duty must not be collected on less than the home market value, but in cases where goods are bought in excess of the home market value, duty must be collected on the excess amount. If, however, a reduction has taken place in the market value between the time of purchase and shipment, duty should be assessed on the reduced value. Invoices in such cases should show the home market value on date of shipment, and a notation should be made by the exporter on the invoice, to the effect that the reduced value, otherwise the amount stated on the invoice as representing the home market value, was owing to a reduction in the home market between the time of purchase and shipment.

Value for Duty of Goods Subject to a Royalty, Rent, or Charge.

The fair market value of goods shall be taken to include the amount of any drawback which has been allowed by the Government of any other country, also the amount of consideration or money value of any special arrangement between the exporter and the importer, or between any persons interested therein, because of the exportation or intended exportation of such goods, or the right to territorial limits for

the sale or use thereof, and also the amount or money value of any so-called royalty, rent or charge for use of any machine or goods of any description, which the seller or proprietor does or would usually charge thereon when the same are sold or leased or rented for use in the country whence they have been exported to Canada.

When the amount of such drawback, consideration, money value, royalty, rent, or charge for use has been deducted from the value of such goods, on the face of the invoice under which entry is to be made, or is not shown thereon, the collector of customs or proper officer shall add the amount of such deduction, drawback, consideration, money value, royalty, rent or charge for use, and cause to be paid the lawful duty thereon.

In respect to goods imported into Canada under conditions which render it difficult to determine the value thereof for duty on account of being leased or subject to a royalty, the Honorable the Minister of Customs is authorized to determine the value for duty. The Manager of the Tariff Department is thoroughly posted on matters of this nature, and in respect to importations of this character by members of this Association, it would appear advisable for them to consult with him concerning same.

Refunds.

Refunds can be granted by the Department of Customs in the following cases:

First, where an error in making entry at customs is palpable, such as an excessive rate of duty having been charged, or duty having been collected on an excessive value caused by transposition of figures, wrong extension of currency on entry, etc.

Second, in cases where goods are not according to order, notice of that fact having been given to the Collector of Customs at port of entry within three months of date of entry, and the goods have been exported in accordance with the regulations which are as follows:

"Goods having been entered for duty and having passed into the hands of the importer, in cases where said goods are found not to be the goods ordered, the Minister of Customs may order a refund of the duty thereon, upon approved forms:

"Provided (a) That the goods be identified by an officer of customs at the port of entry.

"(b) That application for refund be made to the Collector of Customs at the port of entry, and the goods be entered for exportation under customs supervision within three months from the date of the import entry.

"(c) And that proof of the exportation of the goods be furnished to the satisfaction of the Minister of Customs."

"NOTE.—1. Goods entered for duty but returned under permit as not according to order and subject to refund of duty, should be shipped outwards from Canada accompanied by export entries (B-13) in triplicate, two copies to be delivered by the carrier to the collector at the port of exit as usual, and the third copy to be returned to the Canadian exporter, when certified by the Collector at the Port of Exit, as follows:

"Certified true copy of Export Entry.

"Articles cleared from Port of Exit on 19.... as reported by Carrier.

"Signature

"Collector of Customs."

"2. The goods are to be delivered to the carrier under customs supervision for exportation, and a copy of the Waybill or Bill of Lading, signed by the carrier or his agent, and also a copy of the export entry certified as above specified, are to be annexed to the claim for refund of duty, as proof of the exportation of goods not according to order."

Third.—In cases of inferiority, or deficiency in quantity of goods imported and entered, and which have passed into the custody of the importer, or because of an omission in the invoice of any trade discount, or other matter or thing, which might have the effect of reducing the quantity or value for duty purposes, a refund may be granted if notice of these conditions is given to the Collector of Customs within fourteen days of date of entry or delivery or landing of the goods, provided the goods are examined by the collector, appraiser or other proper officer of customs, and the proper rate or amount of deduction certified by the said officer.

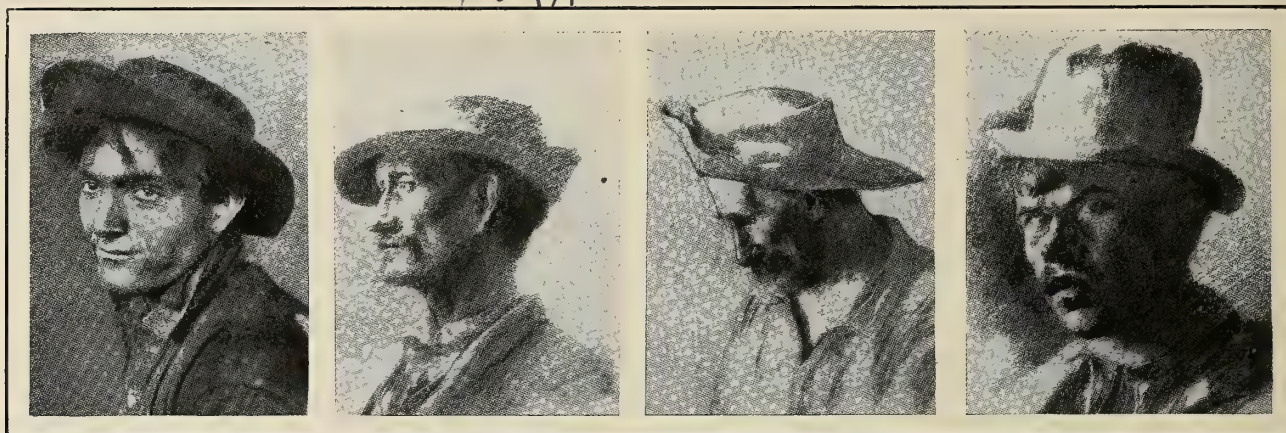
Fourth.—On goods damaged or lost during transportation or while in customs custody, a refund may be granted, provided that in respect to green fruits and vegetables, crockery, china, glass, or glassware, the damage is appraised by an officer of customs within three days of the landing or arrival of the goods at the port of destination, and in respect to other goods, within fourteen days of the date of entry or landing. In respect to the goods which are subject to examination within three days of the landing or arrival, the amount of loss must exceed 15 per cent. of the whole quantity damaged before any refund can be granted. It might also be noted that no refund can be granted on account of rust on iron or steel or any manufacture thereof, except manufac-

prairie provinces. From the poultry yards in Manitoba, these being the only figures available, about \$250,000 was realized. The butter and cheese manufactured in the three provinces amounted to something over \$2,000,000. The root and vegetable crop totalled over \$4,000,000, and it is estimated that some \$1,700,000 would be the value of the hay, clover and sugar beet crop.

"This large amount of money coming into the farmers' hands is enabling them, to a great extent, to meet their land payments, payments on implements, etc., and the effect of this money filtering its way through the regular trade channels is gradually becoming felt.

"At this time last year it was expected that the merchants throughout the West, as soon as lake navigation opened up, would renew the depletions in their stocks made during the previous year owing to the financial stringency. It was evident, however, that the merchants were inclined to be a little cautious about laying in large stocks, and the inbound freight shipments last year did not perhaps reach the limit of our expectations. The stringency in the financial market has, I think I may safely say, entirely passed away, confidence being fully restored, and all indications point to a very heavy inrush of business from the East just as soon as lake navigation is open.

MERIT



Italian.

A

Irish.

B

English.

D

Russian.

C

Types of Workmen.

—From the "Literary Digest."

tured articles composed wholly or in part of polished steel and polished Russia iron and Canada plates, and on such only for the amount of loss in excess of 25 per cent. of the whole quantity damaged.

No refund of duty can be granted after the expiration of three years unless application for payment has been previously made.

WESTERN CONDITIONS ARE FAVORABLE.

Mr. Wm. Whyte Analyses the Situation.

IN reply to an enquiry regarding the business outlook in Western Canada for the present year, Mr. Wm. Whyte, Second Vice-President of the Canadian Pacific Railway and Manager of the Western lines with headquarters at Winnipeg, writes to INDUSTRIAL CANADA:

"I trust this will not be an inopportune time to say something about the present business outlook from our standpoint which may tend to have a cheering influence in commercial circles.

"Running back over the past season; the value of the cereal crop has been estimated at \$125,000,000. Live stock, in which I include horses, cattle, hogs and sheep, to the value of approximately \$10,700,000 were disposed of in the three

"Impetus will, I have no doubt, be given to the lumbering industry in British Columbia by the election of Taft to the Presidency of the United States, because, while for some time past the United States market has been to a large extent closed to Canadian lumber by reason of the high tariff wall, it is generally understood that the duty on lumber entering United States territory from Canada is to be considerably lowered if not altogether withdrawn, and filling the requirements of the new settlers which Western Canada is bound to receive this spring and summer, will provide a most important prairie market for lumber.

"The cattle on ranges have never looked better at this time of the year, and unless unusually severe weather is encountered towards the end of the winter this should prove a good year for the stock shippers.

"We are looking for a large influx of new settlers to the West in the spring, and it is expected that immigration from the United States will exceed all former years.

"Taking all in all I have great hopes of the year 1909 proving the most successful year for every branch of commerce that this Western country has known; improved conditions are making themselves felt in every branch of trade, and whatever improvement takes place from now on will be on a sound and stable basis. Inflated conditions such as we have experienced in some past years are not liable to recur."

MEN AND EVENTS

IT is a satisfaction at the present time, when the world is ringing with acclamations for Marconi, to know that Canada was in the lead in giving him practical encouragement when the wizard of wireless telegraphy first announced his wonderful discovery. The Glace Bay, N.S., station was the first commercial establishment for the transfer of wireless telegraph messages. Between it and the station in Ireland practically all the long distance experimenting was carried out until the instruments and system were so perfected as to make the invention a practical success. Now messages are accepted for transference with all the certainty of a prompt delivery that the cable companies offer. For over a year the Glace Bay station has been receiving and transmitting messages from and to Europe. Several Canadian newspapers are using the service extensively for their press despatches. The Italian scientist, whose discoveries have been worked out to such a large extent in Canada, and under the patronage of the Canadian Government, may yet give the solution to the problem of penny a word cablegrams.

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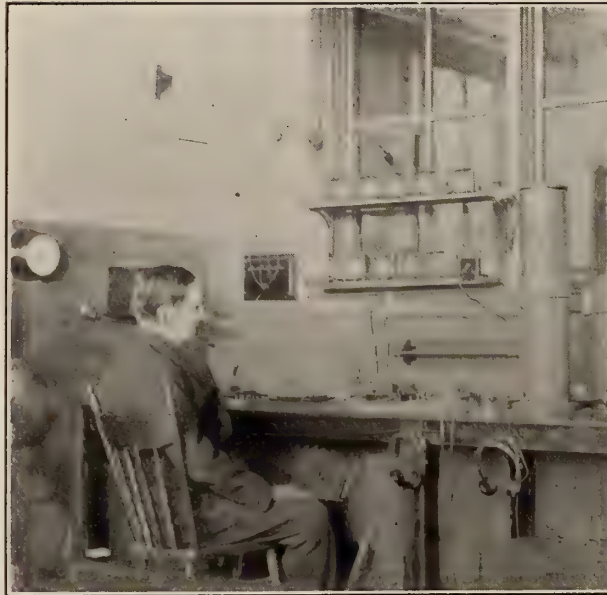
Three years ago the Canadian Government arranged with the Algoma Steel Co. to carry on experiments in electric smelting at their Sault Ste. Marie plant. Dr. Haanel, of the Bureau of Mines, was placed in charge, and the Herault process was adopted. The results were intensely interesting.

Electric smelting, after several weeks of critical experiment, was proven to be commercially feasible. Dr. Haanel made his report to the Government, a report which went into the subject exhaustively and satisfactorily, but no steps were taken by Canadian capitalists to put into practical operation the principles evolved in the experiments.

Dr. Haanel has just returned from Sweden where he was invited to inspect the electric furnaces which have been established there as a result of his experiments in Canada. He reports that the new system of treating iron ores is completely successful and could be adapted to the exploitation of the immense ore deposits of Ontario and Quebec where the water powers are available, thus insuring a great industrial development in the iron and steel industry, hitherto hampered by inconvenient supplies of fuel. Within the last couple of weeks it has been announced that the United States Steel Corporation will install electric smelting-furnaces in two of their plants. It would appear that we are on the threshold of the electric smelting age.

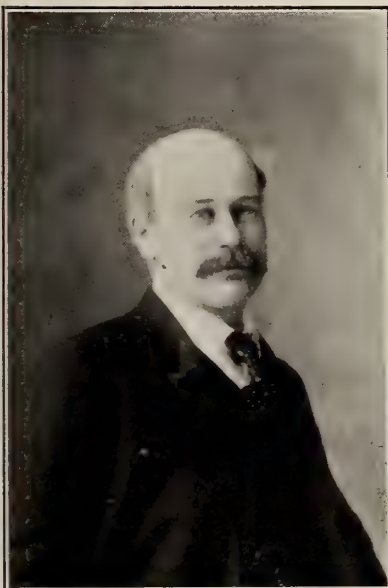
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The feelers which were put out by the Government to test public opinion on the matter of the Intercolonial left little doubt as to the general attitude of the people towards that example of public ownership. What the future of the railway will be remains on the knees of the gods. One thing the general discussion of the past few weeks has made sure—the road won't be handed over to a private corporation. The public ownership enthusiasts have made the contest theirs.



Signor Marconi

At the Operating Board in the Glace Bay, N.S., Station. This is the Station from Which Most of His Experiments in Long Distance Wireless Telegraphy Were Conducted.



Mr. W. B. Snowball

Who Presided at the Recent Convention of the Canadian Forestry Association at Toronto.



Mr. Geo. H. Gooderham

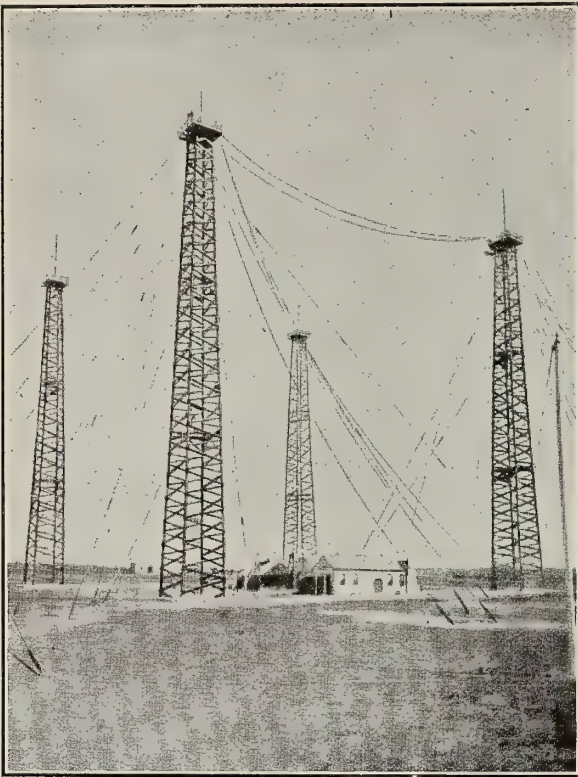
The New President of the National Exhibition Association.



Dr. Eugene Haanel

Whose Experiments in Electric Smelting of Iron Ores Have Been Followed With Success in Sweden.

and they will not have their pet hobby discredited by an admission of failure. Equally strong in opposition are the many who receive material benefits from the present system



Towers from which the Wires are Suspended to Catch the Electric Waves in the Marconi System.

of management. The sanest objection to private control comes from the business men, who see in the Intercolonial a check on the aggressive demands of the privately owned roads. It acts like the canals in regulating the cost of transportation. What method Hon. G. P. Graham will adopt to relieve the country of the drain on its exchequer caused by the road's annual deficits has not yet been revealed. The present session, however, should see some legislation aimed at transferring its management to a body independent of politics. This would make possible the elimination of most of the abuses under which the road is suffering.

* * * * *

Mr. W. B. Snowball is President of the Canadian Forestry Association. The Association held a convention in Toronto during February at which plans were developed for securing to Canada for all time to come an ample supply of timber. The idea of conservation is a novel one on this continent. The pioneers found the forests the harshest of nature's products to bring under subjection. Before agriculture was possible the torch and axe were requisitioned and clearings were made only after the hardest of labor. Now it is recognized, not only by us but much more so by the people of the United States, that the time may come, and come soon, when we will regret that prodigal destruction of trees. The rising price of lumber and wood products is itself an alarm bell to warn us of the increasing scarcity of accessible forests. Luckily under proper care the forests may be replanted and we may harvest an annual crop without cutting in on the principal. It is to develop a public interest in and appreciation of the importance of our timber areas that the Forestry Association was organized under the distinguished patronage of His Excellency, Earl Grey. The Association has already accomplished a great work in impressing on the people and Government the necessity of taking measures to

conserve our supply. Canada was represented at the continental conservation conference which has just taken place at Washington. It is satisfactory to note that Canada's maps and statistics of natural resources were far ahead of those of the United States and were commented on most favorably by the representatives of that people.

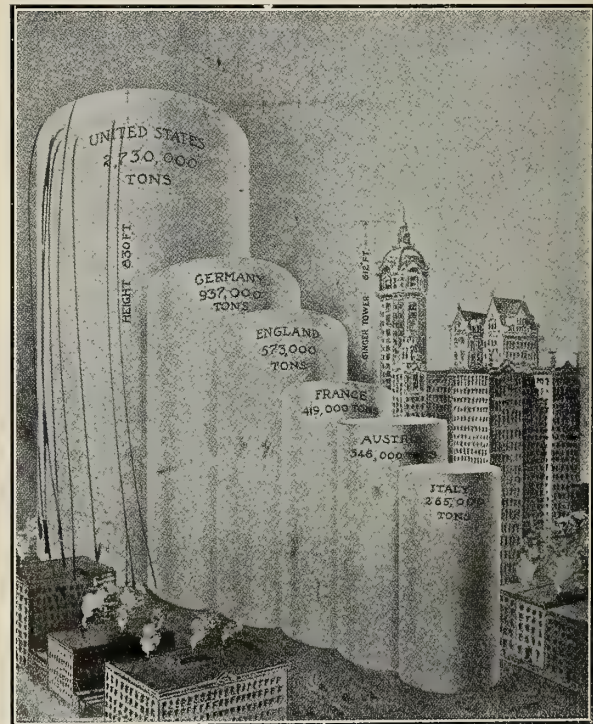
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Mr. E. J. Chamberlin has a big job cut out for him in the general managership of the Grand Trunk Pacific, to which position he has been recently appointed. Much construction has yet to be done, although next summer will see the road carrying grain from Alberta to the head of the lakes. In the meantime the general manager will have on his hands the completion of no small part of a transcontinental line, the equipment of the finished sections, and the organization of all the vast and complicated machinery for the operation of the line.

Mr. Chamberlin has every qualification for the work. Commencing railroading in 1871 as time-keeper on the Central Vermont, he worked his way up until in 1886 he was made General Manager of the Canada Atlantic. Shortly after this road passed under the control of the G.T.R. he retired from railroad work to engage in general contracting. He has now been called to one of the biggest positions in the railroad world of this continent.

* * * * *

Mr. C. M. Hays was banquetted in Stratford on the occasion of the opening of the new locomotive shops in that city. It is not without reason that the citizens of Stratford pay their respects to Mr. Hays; he represents the industry which has lifted the Classic City out of the rank of small towns, and has made it a busy city. A million dollars a year, roughly-speaking, are distributed in Stratford each year by the



A Diagram Reproduced from the Scientific American, Showing that in Spite of Canada's Great Pulp Wood Resources, She Does Not Figure Among the World's Great Paper-Making Nations.

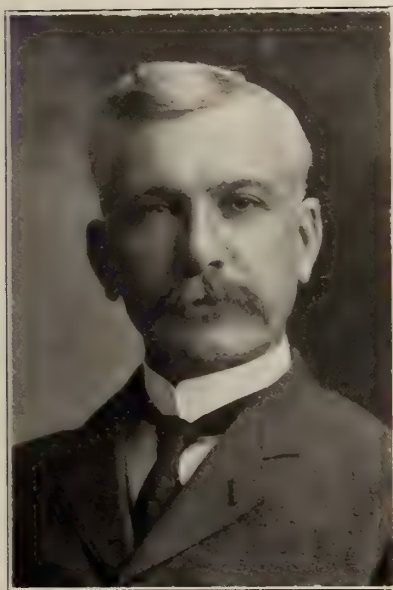
Grand Trunk Railway. That means a lot of business for the merchants and a profitable market for the farmers. Indeed, if anyone should doubt the value to the farmers of an industry employing a large staff of well paid men, let him take a

look at the Stratford market on a Saturday morning. His doubts will be quickly dissipated. The special occasion of the civic revelry in honor of the Grand Trunk's general manager, viz., the opening of new locomotive shops, will mean a still further increase in the pay roll in that city. The new shops, which are illustrated elsewhere in this issue, are of the most modern construction and equipment. By the building of them the tie that binds the G.T.R. and Stratford is still further strengthened.

* * * * *

For all our vaunted wealth of pulp forests we make a poor showing in the amount of paper we manufacture in this country. The cartoon which appears herewith, reproduced from the *Scientific American*, gives a pictorial comparison of the paper industries in the leading paper-making countries of the world. Among these Canada is not considered worthy of mention. At the same time we find the United States waxing fat and prosperous at our expense. More than any of the six countries mentioned, we are rich in the natural product which is the basis of a paper-making industry. From our

position on this continent. Year after year, and decade after decade it has flourished, giving such entertainment as would bring hundreds of thousands to its gates each year, and ever providing an exhibition of the resources and industries of the country such as is truly admirable in its variety and extensiveness. Its success is the work of the men who have given of their time and energy to govern it. This year Mr. Geo. H. Gooderham has succeeded Mr. W. K. George as President of the Board. The Presidency of the Exhibition Association is a purely honorary office, carrying with it a vast amount of work and worry. On the occupant of the office rests the responsibility of making the big undertaking which has made Toronto famous, a success. Mr. George's mantle has fallen on worthy shoulders. Mr. Gooderham has shown his qualities of business acumen, executive ability, and foresightedness on many occasions. As one of Toronto's most prominent business and financial leaders he has had ample opportunity of proving his worth. His immensely complex commercial affairs make his self-sacrifice in serving the public all the more admirable. Mr. Gooderham will have numer-



Hon. Geo. P. Graham

Minister of Railways and Canals, Whose Policy in Reference to the Intercolonial Has Aroused Much Speculation.



Mr. C. M. Hays

Who was Tendered a Civic Banquet on the occasion of Opening of the New G.T.R. Locomotive Shops in Stratford.



Mr. E. J. Chamberlin

The Recently Appointed General Manager who will Complete the Construction and Equipment of the G. T. P.

forests goes a continuous procession of trees to feed the insatiable mouths of the United States paper mills. Yet while it has been shown that the country is peculiarly adapted to this line of manufacture, so far comparatively little advantage has been taken of that fact; we continue to be satisfied with the wages of the hewers of wood while the higher prizes go to others.

The value of the product of this industry in the United States for 1905 was \$188,715,189. How much of that was made possible by the importations of pulpwood from Canada the records do not show. It is, however, a sad commentary on our business acumen that no action has yet been taken to reserve to Canada the profits arising from this source. What our forests mean to United States manufacturers is shown by the fact that practically every company of importance, whether in the paper or lumber industry, has large holdings in this country. Government action to restrict the exportation of pulpwood is urgently needed.

* * * * *

The Canadian National Exhibition is a standing refutation of the common complaint that business men will not devote themselves to public affairs. The exhibition occupies a unique

ous problems to grapple with during his term of office. Departments are outgrowing the buildings in which they are housed, the question of an eastern entrance becomes increasingly pressing, a more adequate approach on the west is urgently needed, the extension of the grounds must soon be considered. All these questions will require a strong man to handle. The friends of the Exhibition are congratulating themselves that the strength of the former presidents is amply sustained by the new incumbent of the office.

* * * * *

Mr. Thos. Reid, identified with the John Bertram & Sons Co., Ltd., for many years past, as sales manager, has moved his headquarters to Montreal, where he will be associated with the Canadian Fairbanks Co., Ltd., the general sales agents of the Bertram Co. The move should prove advantageous to both the manufacturers and their selling agents.

* * * * *

Mr. Louis Simpson, who has been for many years manager of the Montreal Cotton Co.'s mills at Valleyfield, Que., has severed his connection with that institution. It is understood that Mr. Simpson will act as Canadian representative of a European Company which is engaged in electric smelting.

PROFIT-SHARING AS A PREVENTATIVE OF LABOR TROUBLES

Some Explanations of Apparent Failures in Profit-Sharing Schemes. The Pre-requisites to Success. A Harmony of Feeling Between Employer and Employee.

HOW industries can be best carried on without friction between employer and employee was the subject of much discussion at a recent meeting of the National Civic Federation in New York. A declaration in favor of a profit-sharing plan between capital and labor, by John Hays Hammond and Melville Ingalls, was received with the closest attention. "What we are coming to, I believe," said Mr. Hammond, "is the profit-sharing plan." These expressions of opinion, coming hot on the almost socialistic scheme of Sir Christopher Furness in England, force to the front the problem of the relationship of capital and labor.

Plans for bettering the relationship of employer and employee seem to rise and fall in waves. Welfare work a few years ago received a mighty impetus, and under its influence there were developed many systems of securing harmony. Recently there has been rather a tendency to minimize the influence of this movement. Quite recently the writer enquired from a manufacturer how he was getting along with some welfare work he undertook a few months ago. "We regret to have to tell you," he wrote back, "that the work we have attempted has not been the success we anticipated." Such a statement is discouraging, for it is written by a man who was sympathetic towards the idea and entered upon it with enthusiasm. Again, enquiries in regard to profit-sharing have met with adverse replies. They, too, have not been the success expected.

The Reasons for Individual Failures.

The record of failure in the past, and the statement of hope for the future, is to some extent harmonized by a letter by Cornelius S. Loder, New York, to the Secretary of the American Hardware Manufacturers' Association. Mr. Loder has made a close study of the profit-sharing principle. "I have written," he says, "to every concern both here and abroad, which I have been advised has had experience with profit-sharing plans. Their replies have been interesting, showing that in nearly every instance their efforts have been unsuccessful. This would be discouraging were it not for the fact that when I once went into the subject further and visited some of the local concerns who have discontinued profit-sharing plans, and analyzed the reasons for their failure, they were easily explained and accounted for. I am more firmly than ever convinced after each study of failures, that a profit-sharing plan *rightly* conceived, *properly* installed and *tactfully* operated, will create a better feeling among the wage-earners, and also increase earnings.

A Logical System.

"It must be thoroughly comprehended at the outset that profit-sharing is not an arbitrary system, but one that rests upon sound economic principles, which have had strong advocates for over a century. Failures have largely been the result of blindness to the principles involved, resulting in timidity, or in a disposition to force conditions. Thorough knowledge of the economic laws involved and of

local conditions, backed by a broad-minded willingness to accept the best plan in industrial affairs, are essential to success. Its great advantages are that it places a business on a sounder basis by eliminating a number of causes of trouble, and by increasing the efficiency and good-will of the employees.

"There are three factors to be considered in profit-sharing plans, namely, the Capitalist, the Employer and the Employee, and any one of the three that is not cared for will not permit the plan to succeed.

"There are also three sides to a profit-sharing plan, namely, devising, installing and operating, and these must be given due consideration before the plan can be pronounced successful.

How it Should be Installed.

"As to the successful undertaking of a profit-sharing plan, first of all the business must be thoroughly analyzed with reference to the cost of the product, the selling plan, and other technical facts, so that it may be ascertained what it is capable of doing. The relationship between the company and its men must be gone into very thoroughly. This plan needs the highest kind of expert service and assistance. Failures have been largely due to leaving this feature of the work to bookkeepers or others incapable of appreciating the difficulties to be encountered in making so important a change in the policy of the business.

"After all that has been referred to has been done by the outside man, then the plan should be thoroughly discussed with the officers and executives of the business, including possibly the superintendent and foremen.

"Some arrangement should be made whereby the employees are informed as to the operation of the plan through a committee of their own selection, acting in conjunction with another committee from the executive side, with the additional service of the outside man, so that the employees may have every assurance that the employers do their part as agreed, so that no opportunity for criticism or fault-finding can arise.

Expert Assistance.

"In the operating of the plan it has been found best that the employees, with their committee, and the employers, with a similar one, agree to the service of an intermediary, or that the outside man continue in an advisory capacity to both interests. In some instances it has been found better for each side to retain its own accountant, who will do no more than declare to the men that the plan to which they have agreed has been lived up to in its entirety. Of course, no confidential phases of the business need be disclosed.

"It is surprising to what an extent a rightly-designed and operated profit-sharing plan will bring the men into closer and friendlier touch with their employers.

"The labor unions sometimes oppose a profit-sharing plan. When they do, it is an indication that they are afraid it will make the men friendly to their employers!"

LOCOMOTIVE SHOPS OPENED AT STRATFORD

New Plant for Locomotive Repair and Construction

THE G.T.R. locomotive shops at Stratford, which were illustrated in *INDUSTRIAL CANADA* some months ago while in course of construction, were formally opened on February 18th. The buildings are of reinforced concrete construction, being based on concrete piers. The method of construction made possible the maximum of lighting facilities and the interior design is admirably arranged for the economic and rapid handling of locomotives and engine parts. The group of new buildings comprises a machine and erecting shop 616 by 175 feet, a boiler shop 154 by 135 feet, and a power-house 108 by 90 feet. These new shops replace buildings which, having been erected several years ago, had become unequal to the demand made upon them by the big district which they served.

The erecting shop is equipped for handling twenty-eight locomotives. Under the original agreement between the

one can operate effectively independently of it. Small cranes for use in the dismantling and erection of locomotives are also provided at frequent intervals.

As is shown in the lower right hand corner of the cut, published herewith, the machine shop runs parallel to the erecting shop and is in reality a part of it. The equipment of this building is most efficient. The shop itself is divided into two parts, in one of which the machines are run by individual motor drives, so as to permit of the free operation of a traveling crane. In the second part the machines are driven by belting. Compressed air, electricity and water services are supplied from the centre columns. No wiring or piping is visible.

The boiler shop is shown on the west end of the main building in the lower right hand corner of the cut. This shop is equipped with a 30-ton and two 10-ton traveling



Views of the New Shops. A Reproduction of the Cut on the Cover of the Menu Card at the Dinner to Mr. C. M. Hays.

Grand Trunk Railway and the city of Stratford, all locomotive repairs for the district bounded by Toronto on the east and Sarnia on the west must be carried on in the Stratford shops. This makes the shops the hospital for 400 locomotives. Twenty-eight engine pits are provided, each equipped with all necessary apparatus for repairing locomotives, and having provision for eighteen workmen.

The erecting shop is provided with a 120-ton traveling crane. This crane is so arranged that it can lift the heaviest locomotive entering the shop, and carry it over the other locomotives on the floor. Complementary to this is a 10-ton crane which is operated when the heavier crane is unnecessary. Moreover, when the big crane is in service, the smaller

cranes. It has two test pits, 24 by 4 feet, for testing boilers, and is supplied with flange and plate furnaces.

The power plant building is also of reinforced concrete and is divided into boiler, engine and pump rooms.

The entire shop is in charge of Mr. Robert Patterson, master mechanic, under whose charge in the last few years the plant has attained a high standard of efficiency. With the possibilities offered by the new equipment, Mr. Patterson will be in a still better position to handle the ever increasing work of his division. The G.T.R. is one of the few industrial concerns which have an effective plan of apprenticeship in operation. No small number of the skilled mechanics of the country are educated in the shops of the G.T.R.

THE PRACTICAL COST SYSTEM—ITS RELATION TO THE OFFICE

By C. S. Walters

Walters & Ward, Accountants, Hamilton

A Cost System Should Show the Cost. It Doesn't Always Do So. There Should be Enough Detail to Enable the Superintendent to lay his Hand on the Weak Spot. The Following Article Follows the Material from its Purchase to its Completion.

SYSTEMS of cost accounting, or cost keeping, are the outgrowth of the interior organization of the factory.

The average manufacturer has become convinced that an accurate cost system is a necessity to the business organization of his company, but many hesitate to adopt a complete system of determining the cost of production because of the added expense incurred in office salaries. This is certainly a great error, as the increased efficiency in the office force alone compensates for any additional clerical expense.

To be effective, the system of cost finding should be complete in detail, for while the great aim in cost keeping is to determine the exact total cost of an article, the manufacturer loses the benefits of the cost accountant's efforts if the details are not shown up in their proper light. Let me say here that too many so-called cost systems give what is termed the finished cost, but fail to give the proper detail which will admit of comparison with the cost of other months and other departments, thus robbing the factory superintendent of the proper weapons with which to reduce the cost of production.

Briefly stated, the cost sheet should enable the superintendent or others interested to "touch the spot" which costs too much, and to show to the other departments, if necessary, where an ideal condition has been obtained.

The first element to be considered in the cost of production is that of material. The accounting of material is a very important one, and directly affects the Stores, Auditing, Accounting and Cost Departments.

Let us follow the record of material from the time it is purchased until its completion.

The Stores' Department.

The requisition sheet is made out by the storekeeper on the following form:

STOREKEEPER'S REQUISITION. No. 1.
January 1st, 1909.

Purchasing Agent.....

Please order the following.	Date required.	Order No.
1 Car-Nash Moulding Sand.....	Feb. 3, 1909.	903

Signed..... Storekeeper. Approved..... General Manager.

This order goes to the purchasing agent, who marks on the requisition the name of the firm to be bought from, or if it is desired to secure quotations from different firms, the articles on which prices are desired are designated "Quotations." The requisition sheet is then turned over to the

RECEIVING CLERK'S ADVICE OF GOODS RECEIVED.

No.	Date of Invoice.	Invoice.							
	Date Passed.	Disposition.							
Receiving Clerk's Advice of Goods Received.	Req. No.	Pro. No.	Car No.	Description.					
	R. R.	Boat.							
Consignor.....	How Delivered	Packed.	Count.	Gross Wt.	Net Weight.				
Date Received.....									

stenographer, who enters the purchasing agent's order number, writes for quotations, and issues the purchase orders,

The purchase order is made out in duplicate, the original being sent to the firm from whom goods are ordered, and the duplicate is filed away in the order file. When the goods are received, the date of receipt should be marked on the purchase order which is then filed away in the dead file. The goods are then received, weighed, counted, measured, inspected, etc., and a copy of the following notification is sent to the purchasing agent and to the auditor of disbursements.

In most cases, the stores records can be kept on a loose leaf ledger card, showing the details of goods ordered, received, disbursed, and inventory. The stores record should show the cost of the material purchased which should include the invoice value less any trade discount, the freight, duty, switching charges and unloading cost. Some accountants consider unloading cost a labor charge, but the writer prefers the general method of keeping an unloading account on the pay rolls and charging the total to this account off to Raw Material Account monthly.

The material when disbursed from the Stores Department should be reported to the Cost Department on the following forms:

STORES DISBURSEMENT.

January 1st, 1909.

Storekeeper—

Deliver to.....Department
the following:

Description.	Purpose.	Quantity.	Price.	Value.	Job No.	Acct. No.
3 S.S. Drill ...	Renewals	1	\$0 15	\$0 15	.....	620
Sheet Brass ..	Air hoist for Crown Oil Company	5lb.	0 24	1 20	279	16

John Pratt, Foreman.

These disbursements are sent daily to the Cost Department, where the account number and job numbers are verified, and the amount of material entered in the cost ledger. At the end of the month the disbursements are added on the adding machine and the Stores Department is credited with the total disbursement.

The stores account kept in the Accounting Department records will represent the value of raw material and supplies on hand in the Stores Department, and will balance with the raw material stock cards. It is of the greatest importance that no stock be issued by the Stores Department unless on the regular disbursement form, otherwise the cost ledger cards will not always show the amount of material drawn for the different jobs and the stores account in the general ledger will not truly represent the value of the raw material and supplies on hand.

It is also of considerable importance to have the foreman state, when ordering, the purpose for which the material is required, as very often the numbering of accounts by the foreman is inaccurate and should at all times be verified by the cost accountant. As it frequently occurs that material ordered for one purpose is used for another, great care must be exercised to keep a record of the commodities thus diverted. The ticket at the top of the next column will be found to be of service.

These tickets should be made out and forwarded to the Cost Department daily, where they will be entered daily or weekly as is most convenient. The Accounting Department makes a recapitulation of the tickets monthly and performs the necessary book-keeping, such as crediting manufacturing material accounts and charging repairs, maintenance, general expense and capital accounts as may be required.

No. 29. January, 1909.

Foreman Department,

Please deliver the following to Department,

Signed,.....Foreman.

6 $\frac{3}{8}$ x 1 Cap Screws.
7 $\frac{1}{2}$ x 1 $\frac{3}{4}$ H. H. Cap Screws.
10lb. 1 x $\frac{1}{2}$ Round Cast Steel.

Required for:

Construction of Eye Bending Machine.

Delivered.....19..

Disposition.	Value.	Job No.	Acct. No.
Cost Dept., Jan. 4th, 1909..... Accounting Dept., Jan. 31st, '09	\$1 65	87	326

The Auditing Department.

The duties of this Department are principally the vouching of purchase bills, and the verification of the correctness of the necessary entries for the general books of account.

As nearly every well organized concern of to-day uses the voucher system it is not necessary to enlarge upon the benefits of this method of paying accounts, except to recommend the system as one which prevents the payment of unauthorized purchases and avoids mistakes. A good plan for keeping a record of bills received and paid, where separate accounts are not kept with the seller, is to use a form similar to that shown in figure 5.

INVOICE RECORD.

Date.....1909

Invoice Number.	Invoice Date.	Car Number.	Shipper.	Amount.	Terms.	Advance.	Date Paid.

With this method, the invoices are numbered progressively and entered in the invoice record. A card index is kept showing invoice number, voucher number and amount.

This record should be indexed by a card as follows:

Name.....

Address.....

Vo. No.	Inv. No.	Date.	Amount.	Vo. No.	Inv. No.	Date.	Amount.

By using the above card, a complete record of all payments is kept and any invoice can be located readily.

Having outlined the proper method of handling the material charges we will proceed to discuss the manner in which the labor cost is determined. The Pay Roll Department, which, as a rule, is part of the Accounting Department, is directly responsible for the furnishing of the information with reference to labor cost. Before launching into a discussion as to the methods necessary to compute the labor cost, we desire to point out the advantage of having an efficient Employment Department in connection with the pay roll office.

It is an old saying that each dollar invested in a good workman is a dollar which at once begins to pay dividends. The Employment Department carefully conducted is a safeguard to the funds of a concern. The manager of a concern who allows this Department to be run in a slipshod manner is allowing men to be engaged to come in and waste good dollars' worth of time, material and machinery.

When the workman is hired, his name is entered in the pay roll of the company, and a rate assigned to him. He is also given an identification for a record of the number of hours worked. As the workman rings up this time card himself in an automatic time recorder, he has no appeal in case of a dispute, as he is his own time keeper, and since the clocks are practically infallible the record is unassailable. (See fig. 7).

In addition to the time card, which is a proof of the number of hours worked daily, a separate time sheet is made out for each workman, and the time worked is entered in a column on the time sheet. Other columns for the distribution of the labor against productive and non-productive labor should also be provided.

TIME CARD.

Week ending December 15th, 1908.

No. 117.

Date.	A.M.	P.M.	Overtime.	Total.
10				
11				
12				
13				
14				
15				

Total time.....Hours.

Rate.....Per hour.

Total wages for week, \$.....

In case of piece-work, the workman is given job tickets made out by the foreman authorizing him to perform certain operations on a certain number of pieces. The workman fills out this slip daily and the time-keeper enters the piece number or job number on the time sheet and the number of pieces operated on. Very often a workman performs several operations on different pieces and on different jobs. At the end of each week the pay-roll department generally submits a report to the superintendent showing, (a) a list of workmen earning a high piece-work wage, (b) a list of workmen earning a low piece-work wage, (c) a list of workmen who work on a number of different jobs in a day.

This man becomes a standard for the foreman to go by, and the latter can work to bring the other men up to the successful workman's output. A workman who is found to be earning too little is also investigated, and it may develop that his case is a losing one for the company. A poor work-

man takes more supervision than does a good one, uses just as much electric or steam power for a smaller output, and often breaks more tools. When the report shows that a workman has been working at a large number of different jobs in a week, it sometimes indicates that a foreman is not planning his work in such a manner as to produce the greatest output. If the men are working day work each workman turns in every night a labor ticket, showing the number of hours worked, as shown by the following example:

LABOR TICKET.

Machine Department.

Check No. 38.

.....19....

Operation.	Job No.	Time.
Drill head holes	631	2 hours.
Countersink holes	631	1 "
Drill handles	678	7 "
Total.....		10 hours.

This report is posted on the time sheet, and the time is verified with the clock-card. The labor distributions are posted from the time sheet to the cost ledger card, and the total of all the jobs entered will balance with the weekly pay-roll of direct labor.

The labor on the cost cards is totalled up by departments, and the proper percentage applied for indirect labor, such as cleaning up machines, sweeping, etc. As the percentage of indirect labor to direct labor generally varies by departments, each percentage should be applied separately.

Burden charges, representing repairs, maintenance, supplies, general expenses, etc., should be determined monthly, and the proper amount charged up to each department. This amount should be applied to the weekly or monthly output on a percentage basis, that is by establishing the amount of burden to apply against each department, and finding out what percentage this bears to the direct labor performed in that department.

This is one of the most difficult tasks an accountant has to deal with, and many argue that it is impossible to get even a fair estimate of the charge for such items as steam, water, and light to any separate department.

The cost of repairs, maintenance and supplies can be very easily obtained by means of the stores disbursement tickets and the labor distribution sheets, as indicated in previous paragraphs of this article. Items, such as the following, should be charged on the basis of direct labor, viz., superintendence department, postage, stationery, telephone, donations, etc.

Insurance and depreciation should be charged on the basis of valuation, and in case a fire department is maintained this expense should be applied the same as insurance. Where a plant is heated by steam, the cost of supplying heat to the different departments should be easily obtained by tests at the heating engines. In case this is not practicable, an estimate can be made, based on the size of the buildings to be heated.

Even granting for a moment the fact that supplying such items as steam or water expense is a matter of difficulty, the percentage of this item to the total cost is generally comparatively small, and in any case the item is one that always stands out separately, so that if any effort along the line of reducing costs is contemplated, the subject of steam, water and power expense always receives first attention.

LOCKER EQUIPMENT IN FACTORIES

The Value of a Neat Workshop to Workmen and Employers

HOW to overcome that restless tendency among workmen, which compels them to change their jobs with endless regularity, is a problem which has baffled many an employer. The value of keeping a staff intact, of holding the



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Lockers Which Economize Space

men who know the work and methods of the shop, of being free from the expensive task of breaking in new hands, with all the consequent waste of time to the foreman and employee, is well-known to all heads of shops. The desirable condition is clear enough; the way to attain that condition is far from evident or easy.

Broadly speaking, and as a foundation to all other efforts, we may lay down the principle that that shop will retain its employees most consistently, which provides most for their comfort. For this reason we shall offer a few articles on factory equipment and methods, which are aimed at securing the maximum of comfort to workmen and general staff. On this question it is worthy of the attention of employers that work-people are becoming more and more familiar with comforts in their home life. Houses are sanitary, and with the articles offered at every turn for the enjoyment of life, it is impossible to escape at least a knowledge, not indeed of its necessities, but of its luxuries. From this spread of knowledge has sprung the socialism which is so strong in Europe, though to a much less degree here, because there they have the appreciation of the better things of life without the means of satisfying them, whereas here the means are within the reach of all. As someone has said, you cannot make a socialist out of a man with a full stomach. It must be the work of employers to see that the just wants of their employees are met, and in this direction lies the surest safeguard against the more aggressive and more objectionable demands of socialists and labor agitators.

In succeeding numbers of INDUSTRIAL CANADA articles will appear describing factory sanitary systems, lunch rooms, insurance and sick and accident relief, systems of payment, etc. Herewith attention is called to the advisability of providing facilities for protecting personal effects. Lockers are double-headed in their value. They work to the advantage of both the management and the men. In this they resemble most other works coming under the "welfare" idea. To the men they give a security and privacy which from their standpoint is highly desirable. They do not want to throw their clothing and belongings on the floor, or to attach them to a chance nail where they may be brushed aside by any moving object. It is not safe to do so. Lockers give a man the opportunity of keeping the apparel which he is not using in a clean and safe position. In the morning he can hang up his street clothes with the assurance that they won't be tampered with while he is engaged in his work. At night he has a safe place for his overalls. This may be considered of small moment; in fact it is decidedly important. It is one of the items which go to make up the comfort of the workman, to decide whether he will be satisfied with his employment or not. It is one of the things which will make him stick.

To the employer it means directly a neater and tidier shop. In the first place there will be no clothing lying around the benches or floor. Then when special provision is made for the accommodation of personal effects the foreman or superintendent is in an infinitely stronger position in insisting on the general cleanliness of the shop. The habit spreads. If a man is accustomed to putting away his own effects in the proper place, he will be more inclined to show similar care in putting away in their proper places tools and materials which he is using. There is no need to tell a manufacturer what care in the handling of machines and material on the part of employees means in dollars and cents to the profit account.

Lockers are now being installed in practically all new shops. Many older factories, however, are still without this equipment. To the managers of such we would urge the advantages which flow from a neat workroom where, in the words of the old saw "there is a place for everything, and everything is in its place"; the value of the habit of carefulness which lockers develop, and the importance of doing everything possible to make conditions such that workmen will not be everlastingly moving about.



A PERMANENT NON-PARTISAN TARIFF COMMISSION

Business Interests all Over the United States Join Hands With the Farmer and the Workingman in Demanding its Appointment.

THE National Tariff Commission Convention which took place in Indianapolis, February 16 to 18, was probably one of the most unique gatherings witnessed in the United States for many a day. While the attendance was not large, never exceeding more than 600, delegates were present from 42 different States, representing 233 organizations, civic, agricultural, commercial and industrial. There was a lengthy programme of addresses by men prominent in both political parties, who for three solid days kept hammering away at the one theme, that there was something wrong with the tariff. The free trade Democrat, the advocate of a tariff for revenue only, the moderate protection Republican, and the extreme protectionist were all of one mind, that special interests at Washington were having all the say in the making of tariff schedules, and that the public were receiving no consideration.

The conclusions come to in the meeting are summed up in the following demand which a committee of three were instructed to place before the special session of Congress as early as possible after it convened.

"We demand from Congress the immediate creation of a permanent tariff commission for the following purposes and ends, through congressional action, viz.:

"1. The collecting and intelligent, thorough and unprejudiced study of tariff facts.

"2. The preservation and promotion of our domestic and the development and enlargement of our foreign trade.

"3. The accomplishment of this by reciprocal trade agreements, based on maximum and minimum schedules.

"4. The adjustment of the tariff schedules so that they shall affect all interests equitably.

"5. The fixing of the rates of duty to be paid on the imports from any foreign country, within the limits of the maximum and minimum rates established by Congress, under reciprocal trade agreements negotiated by or under the direction of the President, in order thereby to develop and protect our foreign trade by the means favored by President McKinley and authorized by Secs. 3 and 4 of the Dingley law.

"We urge that prior to the passage of a bill creating such a commission, Congress during its special session about to be called, shall prepare and adopt with the assistance of the best information presently available, a revised tariff as completely and accurately adjusted to present conditions, and therefore as stable as is possible at this time."

The reasons which influenced the gathering to make these demands are set forth as follows:

1. The tariff yields one-half of our national revenue, yielding \$333,000,000 in the fiscal year 1906-07, and concerns all classes and all the people. While it favorably affects the rate of wages, it also influences the cost of living, and therefore the purchasing power of wages. It directly affects the cost of production, and therefore our ability to compete in foreign markets. The problem is vast and complex and vitally affects all industry and commerce.

2. The present method of tariff regulation is crude, unscientific and outgrown. It imposes on Congress technical work which it should not be required to perform. It results in unnecessary, unreasonable and unfair discrepancies and errors. It perpetuates such errors for long periods, involves intermittent revision and tends to violent changes of policy.

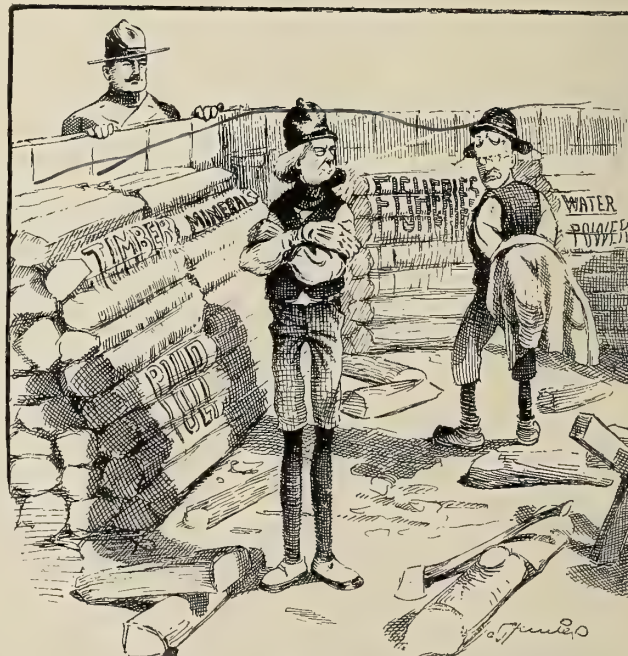
3. The commission plan will substitute a scientific method,

which will establish the neutral line of maximum benefits and minimum evils to all interests. It will accomplish this by a governmental agency, properly equipped to furnish Congress with the vast amount of cumulative technical data required to assist it, both in framing legislation based thereon and in forecasting the results of such proposed legislation. It will enable Congress to concentrate its time and efforts on constructive legislation based on such facts and will assist our executive departments to negotiate intelligently commercial agreements for the increase and extension of our foreign trade. It will promote the prosperity of the country and the larger employment of United States labor by encouraging the conversion of our raw materials into finished products before their export to foreign markets. It will provide for the prompt correction of errors in the tariff and a recognition of changing conditions."

The one thing apparent above everything else was that the delegates to this gathering were terribly in earnest. The Committee instructed to present the case as outlined above were told that they must camp at the doors of Congress and practically maintain a siege until they forced that body to capitulate. To strengthen the hands of this Committee the meeting decided to form a permanent national organization reaching out into every electoral district in the United States. With this organization local Boards of Trade, Chambers of Commerce, Guilds and other bodies will affiliate. It will be governed by a council of 100 members, at least two of which shall be from each State in the Union, while the committee of three will form a smaller executive to direct the details of the campaign.

A large fund is being raised by assessment on affiliated organizations, so that a prolonged and determined fight may be expected, unless Congress is prepared to adopt the above platform.

HIS DIMINISHING WOOD PILE



JACK CANUCK: "Stop squabbling, boys, and get all that piled in the conservation wood shed."—[From the Toronto World]

A PROCESS EXHIBITION.

AN exhibition of Canadian manufacturing industries, which should have a good influence in educating the public up to the knowledge that made-in-Canada goods are of a high order of excellence, was carried on in the store of the T. Eaton Co. during the past month. The exhibits showed a wide range of articles actually in process of making. Machinery and workpeople were brought in from the factories and set down in various booths throughout the building, and there produced the goods which the public are called upon to buy from day to day. From a manufacturing standpoint it was a fine proof of what our factories are actually doing in competition with the world.

The illustrations which are given herewith show a couple of the more interesting departments. The immense crowds which constantly surrounded these and other booths, indicated clearly the interest the public take in such practical demonstrations. Besides the weaving and glass-cutting operations were shown glimpses into the manufacturing of clothing, jewelry, carpets, boots, knitted goods, gloves, candy and numerous other lines.

There can be no question about the value of such demonstrations. It is only by familiarizing the buying public with the fact that goods of unexcelled quality are being made in this country, that their minds will be disabused of the theory that imported goods are better. More people were brought into closer contact with the made-in-Canada idea by this exhibition than by anything which has happened for some time.

AN AGGRESSIVE TOWN.

Welland took advantage of the recent business men's convention at Indianapolis to advertise her attractions as a site for Canadian branches of United States manufacturing concerns. When it comes to getting after factories, the Welland Board of Trade hasn't got much to learn. The meeting at Indianapolis consisted of representatives of practically all business organizations which were interested in promoting the appointment of a Tariff Commission. Manufacturers in the United States think that the new French treaty with Canada is going to result in the development of a large trade between Canada and France. Hence they are beginning to turn their attention to this country with a view to establishing branches here. Welland seized on this point and distributed to every man present a booklet with the striking title, "That French Treaty." It told how United States manufacturers could take advantage of the French treaty by establishing plants in Welland.

ANNOUNCEMENT OF PROPOSED CHANGES IN RATES.

The Board of Railway Commissioners has issued rules which shall govern the introduction of new classifications by railway companies. The new regulations provide that the company proposing a change in a freight classification shall submit to the Commission, printed proofs of the proposed changes, showing (a) a list of articles not previously provided for and which it is proposed to add to the classification; (b) the proposed advances, reductions, or other changes in the rules, ratings, or minimum weights, and in a parallel column those previously approved by the Board.

The Board shall also be furnished with the reasons for the proposed advances stated fully and separately in manuscript.

Finally the applicants must publish in the "Canada Gazette," in two consecutive issues, the proposed advances.

REGARDING DELIVERIES AT FLAG STATIONS.

An important order has been made by the Board of Railway Commissioners in regard to the responsibility of railway companies for goods shipped to flag stations. The Commission orders a form which will be the only one recognized hereafter as a contract. It is ordered:

1. That hereafter the form of release of responsibility for freight shipped to flag stations, upon the lines of all railways in Canada, subject to the jurisdiction of the Parliament of Canada, be in the following form:

"In consideration of theRailway Company having received the above described property



Glass Cutting in Process

for transportation from station tostation do hereby release said company from all loss or damage that may occur to any of the above-mentioned property after it has been unloaded from the cars at station, the said station being a flag station without agent."

2. That no other form of release shall be required to be signed by any shipper of any property to any flag station upon any line of railway in Canada until further order (if any) regarding facilities and conveniences to be established by railway companies at flag stations.

HOW TO MARK FREIGHT SHIPMENTS.

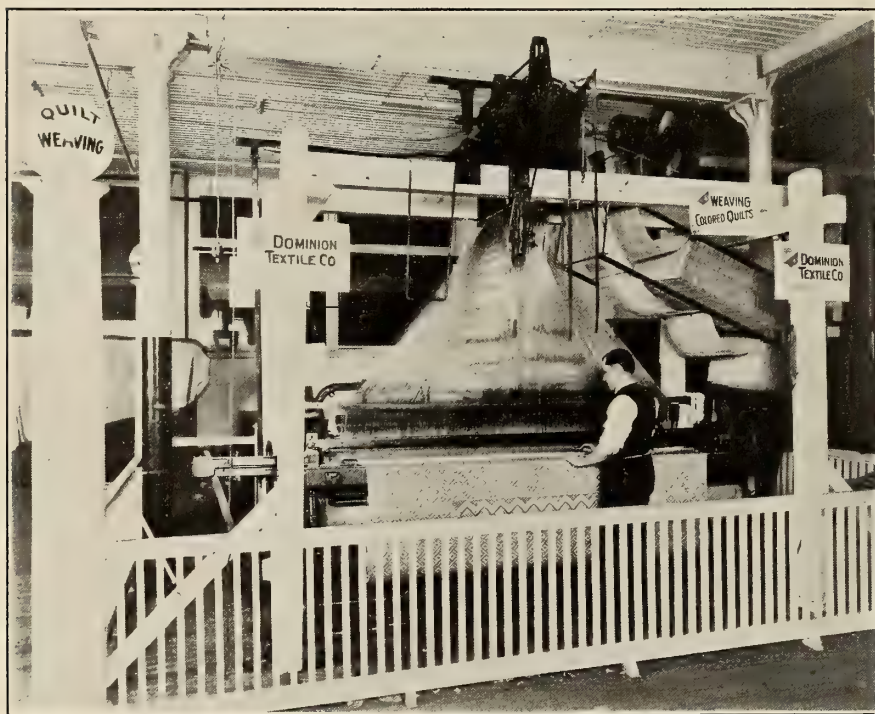
Shippers throughout Canada will receive during the present month a booklet issued by the Canadian Freight Association. "Why Freight is Lost or Damaged" contains much that will assist the shipping public to get better service. It is distributed, as is pointed out in the introduction, in the

hope that a careful perusal of it, and the adoption of the practical suggestions made therein, may result in avoiding controversy between the carriers and the public in connection with claims for damage to and loss of freight in transit. A great deal of expense to the public, as well as to the carriers, can be avoided if shipments are fully addressed, and packages are of sufficient strength to withstand the tests of ordinary transportation, not only via all-rail routes, but also the additional handling incidental to transportation via rail-and-water routes.

The booklet is extensively illustrated, showing how shipments should be marked and how they should not be marked. Photographs are also reproduced of packages suffering from insufficient packing or inadequate boxing. There are a good many useful lessons contained within its covers.

REDUCTION IN FREIGHT RATES.

A reduction in freight rates has been secured between Toronto, Montreal, and common points, and Nelson, Rossland



Weaving a Quilt at Eaton's Industrial Exhibition

and other points in British Columbia. A comparison is shown in the following tables:

All-Rail Class Rates.

Previously in effect:

	1	2	3	4	5	6	7	8	9	10
Previously in effect:	3.75	3.24	2.72	2.31	1.81	1.75	1.50	1.25		1.10
Effective February 8:	3.75	3.24	2.70	2.20	1.71	1.70	1.50	1.25		1.10
	2	11	10	5						

There is a reduction in the all-rail rates on commodities comprised in list No. 1 as follows:

Fourth class, 11 cents; fifth class, 10 cents; sixth class, 5 cents per 100 lbs. Some of the articles comprised in list No. 1 are: Agricultural implements, cordage or binder twine, felt for boiler or pipe covering, roofing, furniture, various kinds, glass, window, etc., iron and steel, leads and paints, paper, wire, woodenware, etc.

Lake and Rail Class Rates.

	3	4	5	6
are reduced	—	—	—	—
	2c	11c.	10c.	5c. per 100 lbs.

Lake and Rail Commodity Rates.

	4	5	6
as per List No. 1	—	—	—
	7c.	10c.	5c. per 100 lbs.

Some of the Articles Upon Which a Specific Commodity Rate Applies.

Boots and Shoes reduced from \$2.72 and \$2.70 per 100 lbs., carloads.

Canned Goods, viz., fish, fruit, meats, etc., vegetables, soups, breads and puddings, reduced from \$1.70 to \$1.50 per 100 lbs., carloads.

Eggs, Cheese, Butter and Dressed Poultry, straight or mixed carloads, minimum 24,000 lbs., reduced from \$2.25 to \$2.00 per 100 lbs.

Eggs, straight carloads, reduced from \$2.05 to \$2.00

Packing House Products, reduced from \$1.80 to \$1.71 per 100 lbs., carloads.

Oilcloth, etc., reduced from \$1.79 to \$1.71.

Milk Condensed, from Pictou, ex Charlottetown, reduced from \$1.69 to \$1.49.

THE AUTOMOBILE SHOW.

A successful exhibition of automobiles and motor boats was held in Toronto during the past month. All the Canadian manufacturers were represented by excellent displays. During the week in which the exhibition was carried on a large number of interested people visited the St. Lawrence Market and compared the various makes. It was proven more clearly perhaps than in any previous year that the Canadian cars were fully on a par with foreign exhibits. The fact was apparently appreciated by the public, as the great centre of interest was around the made-in-Canada displays. The Canada Cycle and Motor Co., the Ford Motor Co., the Oldsmobile Co., the McLaughlin Motor Co. and the Tudhope-McIntyre Co. were much in evidence, each company having a full exhibit of the cars made by it. The mild weather which prevailed throughout the week aroused a general interest in intending buyers and helped to make business brisk.

The Dain Manufacturing Co., who will establish a Canadian branch at Welland, will commence building operations this spring. The main building will be 60 by 350 feet.

The outlook for the Soo industries as a result of the recent transfer of control to British capitalists, is very bright. The manager has already indicated that a number of extensions will be made. These were no doubt fully considered before the purchase of the properties took place. It is announced that considerable additions will be made to the open hearth furnaces at once, and a structural steel plant is also in contemplation.

CHANGES IN FREIGHT RATES DURING FEBRUARY

List of Freight Schedules Filed with the Board of Railway Commissioners During month of February, 1909.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.	C.R.C.	R.R. No.	Effective.	Description.
Canadian Pacific Railway.				Canadian Pacific Railway.			
Sup. 12 E. 1284	Sup. 12 E. 866	Feb. 8, '09	Commodities between various points.	Sup. 4 E. 187	Sup. 4 I.C.C. E. 205	Mar. 15, '09	Shingles, c.l., C.P. stations to points on B. & M. R.R.
E. 1344 Cancels E. 1157	E. 928 Cancels E. 738	Feb. 5, '09	Commodities, Eastern Canada to Vancouver, Victoria and New Westminster, B.C.	Sup. 14 E. 1284	Sup. 14 E. 866	Feb. 15, '09	Commodities between C.P. stations and points on connecting lines.
E. 1347 Cancels E. 1264	E. 931 Cancels E. 848	Mar. 5, '09	Class and commodity, from Detroit to points in Canada.	Sup. 12 E. 1066	Sup. 12 E. 653	Feb. 15, '09	Class rates to C.N. stations in Northwest. All rail.
E. 1348 Cancels E. 1258	E. 932 Cancels E. 839	Mar. 5, '09	Wheat and oats, c.l., for milling and reshipment, Fort William to Atlantic seaboard for export.	Sup. 18 E. 1062	Sup. 18 E. 649	Feb. 18, '09	Class rates to points in Northwest on C.P.R.
				Sup. 15 E. 18	Sup. 25 C. 7	Mar. 16, '09	Commodities, C.P. stations to points on Wabash in U.S.
W. 1111 Cancels W. 915 & 987	W. 1652 Cancels W. 1363 & 1466	Feb. 20, '09	Interswitching rates, on western lines.	Sup. 45 E. 12	Sup. 87 B. 15	Mar. 16, '09	Graphite ore, c.l., Buckingham, P.Q., to St. Louis, Mo., 25c. per 100 lbs.
Sup. 30 to E. 1141	Sup. 30 E. 723	Feb. 10, '09	Building material between various points.	Sup. 52 E. 450	Sup. 52 E. 205	Feb. 24, '09	Paper between various points.
W. 1109 Cancels W. 840, 841 & 842	W. 1650 Cancels W. 1274, 1275 & 1276	Feb. 20, '09	Commodities between stations on western lines.	Sup. 4 E. 1255	Sup. 4 E. 836	Feb. 18, '09	Grain, Kingston, ex Lakes to Montreal, 7c. per 100 lbs.
W. 1110 Cancels W. 840, 841 & 842	W. 1651 Cancels W. 1274, 1275 & 1276	Feb. 20, '09	Switching charges at local points on western lines.	Sup. 31 E. 1141	Sup. 31 E. 723	Feb. 19, '09	Building material between various points.
Sup. 14 E. 18	Sup. 24 C. 7	Mar. 3, '09	Class rates to points on Wabash R.R. in U.S.	E. 1356 Cancels E. 342	E. 940	Mar. 20, '09	Lumber and lath, c.l., C.P.R. stations to New York, via Williams Line.
Sup. 25 E. 17	Sup. 28 C. 5	Mar. 2, '09	Class rates from points on W.E. & L.S.R. Ry. to Detroit.	Sup. 2 E. 775	Sup. 2 E. 872	Mar. 20, '09	Cobalt and silver ore, c.l., North Bay to New York.
Sup. 15 E. 1062	Sup. 15 E. 649	Jan. 30, '09	Commodities from Eastern Canada to the Northwest.	Sup. 8 E. 956	Sup. 8 E. 546	Feb. 21, '09	Absorption of switching charges.
E. 1341 Cancels E. 1194	925 Cancels E. 775	Mar. 1, '09	Hair in bales, c.l., stations in Quebec to U.S. points.	Sup. 7 E. 1289	Sup. 7 E. 871	Mar. 1, '09	Commodities to points in Maritime Provinces.
E. 1340 Cancels E. 989	E. 924 Cancels E. 578	Feb. 8, '09	Between stations in Eastern Canada and Nelson, Rossland, B.C., and common points. Class and commodity.	Sup. 15 E. 1284	Sup. 15 E. 866	Feb. 23, '09	Various commodities between stations in Eastern Canada.
Sup. 10 E. 1066	Sup. 10 E. 653.	Feb. 11, '09	Commodities, Eastern Canada to the Northwest.	Sup. 20 E. 604	Sup. 20 E. 383	Mar. 22, '09	Chrome ore, c.l., Sherbrooke to U.S.
Sup. 5 E. 1289	Sup. 5 E. 871	Feb. 13, '09	Commodities to points in Maritime Provinces.	Sup. 13 E. 1234	Sup. 13 E. 815	Feb. 23, '09	Local and interswitching tariff.
1353 Cancels 1306	E. 937 Cancels	Mar. 12, '09	Commodities, Atlantic Div. stations to points in U.S.	Sup. 45 E. 45	Sup. 77 E.D. 475	Mar. 22, '09	Class and commodities to points on B. & M. R.R.
Sup. 17 E. 678	Sup. 17 E. 337	Feb. 15, '09	Stop off charge at Cartier.	Sup. 31 E. 520	Sup. 31 E. 350	Mar. 22, '09	Commodities, C.P.R. stations to Boston for export.
Sup. 5 E. 594	Sup. 5 E. 292	Feb. 15, '09	High explosives	Sup. 6 E. 965	Sup. 6 E. 554	Mar. 24, '09	Rules governing weighing at track scales.
E. 1352 Cancels E. 1317	E. 936 Cancels E. 899	Feb. 18, '09	Cement, lime and wall plaster, to points in the Northwest	Sup. 46 E. 45	Sup. 78 B. 441	Mar. 24, '09	Cancellation class and commodity rates from Montreal. Rates published in E. 350, C.R.C. E. 520.
E. 1343 Cancels E. 811	E. 927 Cancels E. 405	Mar. 15, '09	Class rates, Detroit to Canadian points.	E. 1362 Sup. 6 E. 1005	E. 946 Sup. 6 E. 593	Mar. 27, '09	Track scale allowances.
Sup. 6 E. 1289	Sup. 6 E. 871	Feb. 15, '09	Commodities to points in Maritime Provinces.	E. 1354 Cancels E. 1060	E. 938 Cancels Circulars A.D. 209 & 304	Mar. 1, '09	Warehouse storage regulations at St. John and W. St. John on grain and grain products.

C.R.C.	R.R. No.	Effective.	Description.
Canadian Pacific Railway			
Sup. 32 E. 1141 E. 1365 Cancels E. 1313	Sup. 32 E. 723 E. 949 Cancels E. 895	Mar. 1, '09 Mar. 29, '09	Building material between various points. Grain and grain products, Fort William and Port Arthur to Boston, local and export.
Sup. 2 W. 1109	Sup. 2 W. 1650	Feb. 24, '09	Commodities between various points on western lines.
Sup. 13 W. 952	Sup. 13 W. 1414	Mar. 4, '09	Commodities, Winnipeg, Brandon, etc., to Eastern Canada.
Sup. 1 W. 1111	Sup. 1 W. 1652	Feb. 25, '09	Interswitching, western lines.
Sup. 1 W. 1110	Sup. 1 W. 1651	Feb. 25, '09	Local switching, western lines.
Grand Trunk Railway.			
Sup. 60 E. 1208	Sup. 60 C.D. 23	Feb. 2, '09	Cement, c.l., Belleville to Plaster Rock and Grand Falls, N.B., 25c. per 100 lbs.
E. 1490 Cancels E. 1321 Sup. 4 E. 578	V. 6 Cancels V. 5 Sup. 4 V. 1	Mar. 10, '09 Mar. 2, '09	Class rates, points in Ontario to the U.S. Class and commodity, G. T. stations to points on Toledo, St. Louis & Western Ry.
Sup. 31 E. 730	Sup. 31 C. G. 14	Feb. 1, '09	Commodity, c.l., Chatham to Lachute, Que., 16c. per 100 lbs.
Sup. 59 E. 1208	Sup. 59 C. D. 23	Feb. 1, '09	Moulding sand, c.l., Stony Creek to Ridgeway.
Sup. 1 E. 1151	Sup. 1 C.O. 14	Jan. 31, '09	Iron ore, c.l., Hamilton and Midland to Thorold.
Sup. 8 E. 1373	Sup. 8 N. 10	Feb. 6, '09	Class and commodity from Eastern Canada to Canadian Northwest.
Sup. 17 E. 150	Sup. 21 G.B.Y. 5	Jan. 29, '09	Iron commodities, l.c.l., Toronto to Lindsay, 15c. per 100 lbs.
Sup. 5 E. 42	Sup. 5 D.A. 1	Feb. 6, '09	Cancellation of commodity tariff on bags, bagging, twine, etc., Cobourg to Montreal and west.
Sup. 5 E. 806	Sup. 5 C.G. 20	Mar. 1, '09	Buckwheat, c.l., Montreal to points in U.S.
Sup. 6 E. 1431	Sup. 6 C.Y. 3	Jan. 25, '09	Caustic magnesite, c.l., St. Paul to Ottawa, 12c. per 100 lbs.
E. 1491 Cancels E. 1133	C.F. 105 Cancels C.F. 73	Mar. 10, '09	Lumber and forest products, stations on Ottawa Div. to points on C.R.R. of N.J.
1492 Cancels 1170	C.F. 106 Cancels C.F. 78	Mar. 10, '09	Lumber and forest products, Ottawa Div. stations to points in U.S.
E. 1493 Cancels E. 1270	C.I. 56 Cancels C.I. 40	Feb. 5, '09	Iron commodities, stations in Eastern Canada to Vancouver, Victoria and New Westminster, via Chicago.
Sup. 26 E. 754	Sup. 26 C.D. 8	Feb. 5, '09	Cement, c.l., Belleville to Caron Brook, N.B. N.B.
Sup. 1 E. 1475	Sup. 1 C.A. 72	Feb. 5, '09	Ground tale, Madoc to St. Adele, Que.
Sup. 7 E. 1431	Sup. 7 C.V. 3	Feb. 8, '09	Scrap shells for button factory, Berlin and Waterloo to Toronto, 7c. per 100 lbs.

C.R.C.	R.R. No.	Effective.	Description.
Grand Trunk Railway.			
Sup. 18 E. 517	Sup. 18 C.F. 2	Feb. 8, '09	Tanbark, c.l., Hamilton to Owen Sound, 10½c per 100 lbs.
E. 1495	C.K. 103	Mar. 10, '09	Grain, ex-Lake, Midland and Tiffin to Boston, stop off at Peterboro', for milling, 14½c. per 100 lbs.
Sup. 22 E. 1210	Sup. 22 C.F. 83	Feb. 9, '09	Lumber, c.l., Sarnia to Cochrane, Ont., 21c. per 100 lbs.
Sup. 2 E. 996	Sup. 2 C.S. 7	Feb. 21, '09	Cancellation of rate, 13c., on raw sugar, Berlin to Wallaceburg.
E. 1501	C.Y. 5	Feb. 15, '09	Paints, oil and iron. Montreal to stations in Canada.
E. 1502 Cancels E. 1394	C.R. 50 Cancels C.R. 42	Feb. 15, '09	Stop-off and reshipping arrangements at Sarnia Tunnel on lumber.
E. 1503 Cancels Conflicting Sup. 3 E. 1101	C.R. 51 Cancels Conflicting Sup. 3 C.R. 25	Feb. 15, '09	Stop-off and reshipping arrangements at Sarnia Tunnel on grain and grain products.
Sup. 8 E. 1431	Sup. 8 C.Y. 3	Feb. 15, '09	Bags and bagging, Montreal and St. Henri to local stations.
Sup. 15 E. 331	Sup. 15 G.B.Q. 20	Feb. 18, '09	Class and commodities, Eastern Canada to points in B. C.
Sup. 22 E. 150	Sup. 22 G.B.Y. 5	Feb. 19, '09	Iron commodities from Toronto, London, etc., to various points.
Sup. 6 E. 254	Sup. 6 G.B.Y. 7	Feb. 19, '09	Iron commodities from Belleville to various points.
Sup. 9 E. 861	Sup. 9 C.G. 8	Mar. 1, '09	Grain, Kingston, ex elevator, to points in Maritime Provinces.
Sup. 32 E. 730	Sup. 32 C.G. 14	Feb. 18, '09	Grain, Kingston, ex water, to Montreal and Valleyfield, 7c. per 100 lbs.
Sup. 11 E. 820	Sup. 11 C.G. 24	Mar. 1, '09	Grain, Kingston, ex elevator, to water and junction points in Maritime Provinces.
Sup. 1 E. 1433	Sup. 1 C.I. 52	Feb. 27, '09	Add wire rope or cable on reels to iron commodities from Montreal.
Sup. 3 E. 1434	Sup. 3 C.M. 8	Feb. 27, '09	Various commodities to points in Maritime Provinces.
E. 1505 Cancels E. 1150 Sup. 6 E. 606	C.F. 107 Cancels C.F. 77 Sup. 6 C.A. 6	Mar. 20, '09 Feb. 22, '09	Lumber and lath, c.l., to New York by water from Albany. Wood alcohol, Donald, Ont., to Montreal, 20c. per 100 lbs.
Sup. 28 E. 754	Sup. 28 C.D. 8	Feb. 22, '09	Cement and plaster, c.l., Montreal and west to various points.
Sup. 3 E. 1142	Sup. 3 C.D. 20	Feb. 22, '09	Cement and plaster, c.l., Montreal and Montreal Wharf to various points.
Sup. 9 E. 1431 Sup. 4 E. 1424	Sup. 9 C.Y. 3 Sup. 4 C.M. 8	Mar. 1, '09 Mar. 1, '09	Cancellation rates on various commodities. Cancellation rates on various commodities to points in Maritime Provinces.
Sup. 11 C.A. 213	Sup. 11 C.A. 385	Mar. 24, '09	Commodities, Ottawa Division to points in U.S.

C.R.C.	R.R. No.	Effective.	Description.
Grand Trunk Railway.			
Sup. 9 E. 1171	Sup. 9 C.F. 79	Mar. 24, '09	Lumber and forest products, stations west of Rideau and Barry's Bay to points in U.S.
Sup. 5 E. 1282	Sup. 5 C.F. 88	Mar. 24, '09	Lumber, G.T. stations to points in U.S.
E. 1509 Cancels E. 1471	C.O. 32 Cancels C.A. 70	Mar. 27, '09	Chrome ore, c.l., Sherbrooke to points in U.S.
Sup. 1 E. 1207	Sup. 1 M. 9	Mar. 5, '09	Cancellation lake and rail, class and commodity rates, Montreal to Bay of Quinte and Lake Ontario ports.
Sup. 10 E. 1431	Sup. 10 C.V. 3	Mar. 2, '09	Commodities between various stations.
Sup. 5 E. 1431	Sup. 5 C.M. 8	Mar. 2, '09	Commodities, G.T. stations to points in Maritime Provinces.
E. 1511 Cancels E. 1492	C.F. 109 Cancels C.F. 106	Apr. 10, '09	Lumber and forest products, Ottawa Div. stations to points in U.S.
Sup. 64 E. 1208	Sup. 64 C.D. 23	Feb. 28, '09	Brick, Hamilton and Port Credit to Leamington, Ont.
Canadian Northern Ontario.			
114	82	Feb. 3, '09	Class rates to Shellwood and Gowganda.
Sup. 3 51	Sup. 3 30	Feb. 27, '09	Cement, c.l., Toronto, ex connecting lines, to Duncan and Sellwood.
Sup. 1 113	Sup. 1 81	Feb. 15, '09	Lumber, Udney to Toronto, destined to U.S., 4c. per 100 lbs.
Sup. 1 104	Sup. 1 73	Feb. 16, '09	Machinery, c.l., Toronto, ex connections, to Sellwood, 21c. per 100 lbs.
Canadian Northern Railway.			
316	515	Feb. 1, '09	Logs, c.l., Crooked River and Murphy's to Saskatoon.
309 Cancels 109	500 Cancels 206	Jan. 30, '09	Commodities & switching charges between local points.
320 Cancels 281	519 Cancels 458	Mar. 10, '09	Silver and gold ore, c.l., Port Arthur, etc., to Omaha, Neb., 40c. per 100 lbs.
Sup. 1 309	Sup. 1 500	Feb. 16, '09	Commodities between local points.
Delaware, Lackawanna and Western R.R.			
158 Cancels 109 & 113	C. 4754 Cancels C. 4227 & 4267	Mar. 13, '09	Cement, c.l., New Village, N.J., to points on G.T. Ry.
Niagara, St. Catharines and Toronto Railway.			
380	G.F.D. 376	Jan. 30, '09	Flour, c.l., St. Catharines and Thorold to Toronto, 5c. per 100 lbs.
New York Central and Hudson River R.R.			
1319 Cancels 1282		Feb. 24, '09	Bark extract, c.l., from New York to points in New Brunswick.
1330 Cancels 1139	A. 12580 A. 10365	Mar. 6, '09	Commodities from New York and Jersey City to points on C.P. Ry.
1331	A. 12588	Mar. 3, '09	Iron ore, c.l., North Tonawanda to Thorold, Ont., \$1.00 per gross ton.

C.R.C.	R.R. No.	Effective.	Description.
New York Central and Hudson River R.R.			
Sup. 2 1279	Sup. 2 A. 11958	Mar. 15, '09	Class and commodity, N.Y.C. stations to Port William and Port Arthur.
1334 Cancels 624	A. 12743 Cancels A. 4685	Mar. 15, '09	Class rates, New York to points in New Brunswick.
Sup. 5 416	Sup. 5 A. 3545	Mar. 18, '09	Balata, any quantity, New York to Montreal, 21c. per 100 lbs.
Michigan Central Railway.			
1367 Cancels 1234	G.F.D. 7798 Cancels G.F.D. 7527	Mar. 1, '09	Brick, clay, tile, etc., points on M.C.R.R. to points in Ontario.
Sup. 14 687	Sup. 14 G.F.D. 6193	Mar. 8, '09	Cyanimid, c.l., Niagara Falls to points in U.S.
Sup. 15 687	Sup. 15 G.F.D. 6193	Mar. 15, '09	Cyanimid, c.l., Niagara Falls, Ont., to U.S. points.
Sup. 4 1341	Sup. 4 G.F.D. 7754	Mar. 25, '09	Absorption of switching charges.
1376 Cancels 594	G.F.D. 7824 Cancels G.F.D. 5993	Feb. 27, '09	Reshipping and special regulations at points in Canada.
Chicago, Burlington and Quincy.			
Sup. 4 186	Sup. 4 G.F.O. 130 E.	Mar. 8, '09	Sulphuric acid, c.l., St. Louis East, St. Louis, etc., to Canadian points.
191 Cancels 190	G.F.O. 1403 E. Cancels 1403 D.	*Nov. 10, '08	Corn, sugar, syrup, etc., St. Louis, Peoria, etc., to Canadian points.
163	130 D.	*Jan. 1, '08	Class and commodities, St. Louis, Quincy, etc., to points in Canada.
172 Cancels 136	849 B. Cancels 849 A.	*May 1, '08	Grain and grain products, C.B. & Q. stations to Canada.
183 Cancels 177	154 G. Cancels 154 F.	*July 27, '08	Commodities, St. Paul, Minneapolis, etc., ex-connections to points Canada.
185	3998 A.	*Aug. 3, '08	Wool in grease, Burlington, Ia., Rock Island, Ill., etc., to points in Canada.
*Delayed filings.			
Pennsylvania Railway.			
K.K. 20 Cancels K.K. 16 & 11 G.O. 77		Feb. 26, '09	Fire brick and clay, c.l., P.R.R. stations to points on G.T. Ry.
		Jan. 27, '09	Scrap iron, c.l., Erie, Pa., to Hamilton, Ont., \$2.15 per gross ton.
S.S. 27 Cancels S.S. 5 D.D. 23		Mar. 3, '09	Salt, c.l., Pifford and Cuylerville, N.Y., to points on C.P. Ry.
		Mar. 8, '09	Commodities, P.R.R. stations to points in Canada.
23		Mar. 24, '09	Fire brick and clay, c.l., points in Pennsylvania to Longford and South River.
Temiskaming and Northern Ontario Railway.			
			Lumber and forest products to points in U.S.
55	F.D. 49	Mar. 1, '09	Pulpwood, c.l., T. & N.O. stations to Lockport, N.Y.
62	F.D. 55	Mar. 5, '09	

C.R.C.	R.R. No.	Effective.	Description.
Pittsburg, Cincinnati, Chicago and St. Louis Railway.			
Sup. 11 7		Mar. 1, '09	Commodities, P.C.C. & St.L. stations to Canadian points
Mobile and Ohio R.R.			
Sup. 3 5		Feb. 15, '09	Cotton, Northport and Tuscaloosa, Ala., to Canadian points.
Lake Shore and Michigan Southern Railway.			
Sup. 5 62		Mar. 5, '09	Lime, c.l., points in Ohio to Windsor, Ont.
Intercolonial Railway.			
488	U. 3	Mar. 9, '09	Class rates, I.C. Ry. stations to points in U.S.
Chicago and Northwestern Railway.			
Sup. 1 73	Sup. 1 G.F.D. 11760	Mar. 12, '09	Pig iron, c.l., Marquette, Mich., to Montreal, \$4.00 per gross ton.
Illinois Central R.R.			
A. 83 Cancels A. 71	A. 7280 Cancels A. 6900	Mar. 6, '09	Grain products, c.l., stations on Ill. Cent. Ry. to points in Canada.
A. 82 Cancels A. 74	A. 7279 Cancels A. 6910	Mar. 6, '09	Corn syrup, glucose, etc., Peoria, St. Louis, etc., to points in Canada.
Sup. 6 74	Sup. 6 512 A.	Mar. 21, '09	Lumber, c.l., Southern U.S. points to Ontario.
Chicago and Alton R.R.			
5	230 A.	Mar. 11, '09	Classes, East Louisiana, Ill., to Canadian points.
Queen and Crescent Route.			
Sup. 49 2		Mar. 7, '09	Lumber and forest products, c.l., Southern States points to Canada.
Pere Marquette R.R.			
937 Cancels 640 939	2429 Cancels 1641 2437	Mar. 1, '09	Brick, clay, etc., P.M. stations to points in Canada.
940	2442	Feb. 22, '09	Sugar, c.l., Wallaceburg to points in Canada.
Sup. 3 805	Sup. 3 2093	Feb. 28, '09	Cancellation rate on sugar, Wallaceburg to Toronto.
941	2443	Feb. 18, '09	Cooperage stock, c.l., Chatham to Wallaceburg, 3c. per 100 lbs.
Sup. 8 460	Sup. 18 1166	Mar. 10, '09	Classes, Chicago, Milwaukee, etc., to points in Canada.
Maine Central R.R.			
C. 107 Cancels 26, 41 & 42		Mar. 15, '09	Class rates, M.C. points to stations on C.P. Ry.
C. 102 Cancels C. 50		Feb. 27, '09	Acetate of lime, wood alcohol and charcoal, c.l., Cookshire Junction to Ottawa, Montreal and Portland, Me.
Chesapeake and Ohio R.R.			
Sup. 8 7	Sup. 19 11538	Mar. 20, '09	Lumber, c.l., C. & O. stations to points in Canada.
Delaware and Hudson Co.			
762 Cancels 601	F.D. 4584 Cancels F.D. 3466	Mar. 8, '09	Moulding sand, c.l., points on D. & H. to points in Quebec.

C.R.C.	R.R. No.	Effective.	Description.
Delaware and Hudson Company.			
763	F.D. 4596	Mar. 19, '09	Moulding sand, c.l., points on the D. & H. to Canadian stations.
764 Cancels 19	4602 Cancels 625	Mar. 19, '09	Cement, c.l., Howe's Cave, N.Y., to points in Canada.
765 Cancels 20	4603 Cancels 626	Mar. 19, '09	Cement, c.l., Glen's Falls, N.Y., to points in Canada.
769 Cancels 554 & 653	4620 Cancels 2269, 2273 & 3789	Mar. 29, '09	Cement, c.l., Glen's Falls and Troy, N.Y., to points on O. & N.Y. Ry.
766 Cancels 659	4604 Cancels 3833	Mar. 19, '09	Cement, c.l., Glen's Falls, N.Y., to points in Canada.
767 Cancels 651	4605 Cancels 3758	Mar. 19, '09	Cement, c.l., Howe's Cave, N.Y., to Montreal, \$2.00 per ton.
Wabash R.R.			
320 Cancels 248, 268 & 296		Feb. 26, '09	New iron and steel rails, c.l., points in Pennsylvania and Ohio to Canadian points.
322 Cancels 318	A. 6477 Cancels 6477	Feb. 23, '09	Whiskey, in glass, c.l., Walkerville to Guelph, Montreal and Toronto.
323 Cancels 278	A. 7752 Cancels 7752	Feb. 23, '09	Canned goods, c.l., various points to London.
324 Cancels 156	A. 5178 Cancels 5178	Feb. 23, '09	Lumber, c.l., various points to Toronto, Ont.
Sup. 14 42	Sup. 14 35400	Mar. 15, '09	Commodities, U.S. points to Canada.
National Despatch Line.			
Sup. 11 78	Sup. 11 A. 4	Mar. 8, '09	Commodities, Eastern States to points in Canada.
Transcontinental Freight Bureau.			
Sup. 3 219	Sup. 3 I H.	Mar. 15, '09	Class and commodity, Eastern Canada to California terminals.
Sup. 3 220	Sup. 3 4 D.	Mar. 15, '09	Class and commodity, Eastern Canada to North Pacific Coast terminals.
Sup. 3 221	Sup. 3 3 F.	Mar. 15, '09	Class and commodity, California terminals to points in Canada.
Sup. 2 222	Sup. 2 2 F.	Mar. 15, '09	Class and commodity, North Pacific Coast terminals to points in Canada.
Sup. 11 209	Sup. 11 5 D.	Mar. 20, '09	Points in Eastern Canada to North Pacific Coast terminals, class and commodity.
West Shore R.R.			
311 Cancels 4	A. 4356 Cancels A. 195	Feb. 6, '09	Class rates, W.S. stations to points on G.T. Ry.
Raritan River R.R.			
60		Feb. 28, '09	Enameled brick, c.l., points on R.R. R.R. to Halifax, N.S., 33c. per 100 lbs.
Southwestern Tariff Committee.			
Sup. 5 6	Sup. 5 43 A.	Mar. 1, '09	Cotton, Texas points to points in Canada.
Central Freight Association.			
Sup. 4 46	Sup. 4 68	Mar. 20, '09	Commodities, Milwaukee and Manitowoc to points in Canada.

TRADE ENQUIRIES

NOTE.—For further information regarding any inquiry mentioned under this heading or the names of inquiries, apply by numbers to the Secretary, at Toronto.

- 372 **Agent.**—Englishman, with many years' Canadian experience, is shortly returning to London to act as buying and selling agent for one or two firms. He is in a position to represent two or three other reputable Canadian concerns, and would like to get in touch with some. Excellent references.
- 373 **German Agent.**—A Canadian who can speak German, and has spent some years in Germany, is shortly returning to that country, and is anxious to represent a few reliable Canadian manufacturers there.
- 374 **Art, Chromo, Cream Laid and Woven Paper, Boards, Pamphlet Covers.**—A South African firm of wholesale suppliers to printers desires to be placed in communication with Canadian exporters and manufacturers of all qualities of Art, Chromo, Cream Laid and Woven Papers in reams, and all qualities of Art Boards, Straw Boards, lined and unlined, and Pulp Boards in reams.
- 375 **British Agent.**—A Montreal business man, with many years' experience in buying and selling goods in the British market, desires to hear from Canadian houses wanting the services of such a man. Excellent references.
- 376 **Bank and Loan Paper.**—A South African firm of wholesale suppliers to printers desires to be placed in communication with Canadian exporters and manufacturers of all qualities of bank and loan paper in reams.
- 377 **Cement-mixing Machines.**—A correspondent in Ontario town enquires for makers of cement-mixing machinery.
- 378 **Corn Syrup, Cereals, Etc.**—Import and export agent in Stockholm, Sweden, desires to hear from Canadian exporters of the above commodities, for which he states there is a good market in his country. References.
- 379 **Carriage Bolts, Nuts and Malleable Castings.**—A South African wholesale hardware house desires to be placed in touch with Canadian manufacturers of all kinds of carriage bolts and nuts and malleable castings for carriages.
- 380 **Cattle Hair, Horns, Etc.**—A well-established merchant, in close touch with consumers of cattle and tail hair, animal greases, horns, etc., is anxious to have samples and prices from Canadian exporters, with a view to shipments to Manchester.
- 381 **Eastern Canada Representative.**—A well-known Montreal agent, handling several well-known lines of American machinery and some Canadian products, is open to represent Ontario manufacturers of machinery, bolts, rivets, valves, nuts, wire, etc. Has splendid connection with the trade in Eastern Canada, and is prepared to carry a stock on his own account, if desirable. References.
- 382 **Wood Flour.**—A well-known firm of import and export merchants in London, England, is open to purchase ten to twenty ton lots of wood flour. Bank references. Will pay cash against documents.
- 383 **Furniture.**—A correspondent at High Wycombe, Bucks, wishes to get in communication with Canadian lumber exporters who would be prepared to cut parts of chairs, couches, etc., out of birch timber; also squares for turning purposes, and legs already turned.
- 384 **Furniture.**—A London firm has received an enquiry from their principals at Cape Town for the names of Canadian manufacturers of school furniture.
- 385 **Flour.**—A London merchant wishes to obtain quotations from Canadian producers of flour suitable for the Egyptian market.
- 386 **Groceries and Produce.**—A grocery and provision dealer of St. John's, Nfld., wishes to secure agency for some Canadian exporter of such goods.
- 387 **Gold-plated Wire, Shells, Beads, Etc.**—Correspondent in Saskatchewan wishes to get in touch with Canadian makers of gold-plated wire, also with wholesalers of shells, beads and pearl goods.
- 388 **Hammer and Pick Handles.**—A firm in the North of England are buyers of hickory hammer and pick handles, and enquire for prices and lengths for shipments to Manchester.
- 389 **News Paper.**—A South African firm of wholesale suppliers to printers desire to be placed in communication with Canadian exporters of news paper, white and tinted, in reams.
- 390 **Portable Houses, Poultry Food and Appliances, Wire Fencing, Etc.**—A poultry farmer in Regina, Sask., wants catalogues and prices of the foregoing lines.
- 391 **Pine and Spruce Squares, Etc.**—A well-known firm of lumber and turned goods dealers in Sunderland, Eng., is in the market to purchase squares 48 in. long x 1 1-8 x 1 1-8 in., made from pine, spruce, bass wood and such suitable wood. Would take delivery f.o.b.
- 392 **Paper of all kinds, including Paper Bags.**—A paper sales agent in Vancouver, B.C., of large experience in the trade, is contemplating opening an office in British Columbia as a manufacturers' agent and would be pleased to hear from parties interested.
- 393 **Printings.**—A South African firm of wholesale suppliers to printers desire to be placed in communication with Canadian exporters and manufacturers of cheap white printings, M.F., I.F., and S.C.; also cheap tinted printings, glazed and unglazed (reams only).
- 394 **Picture Mouldings and Backings.**—Enquiry is made for Canadian manufacturers of picture mouldings and backing by a North of England firm who buy largely.
- 395 **Pencil Boxes.**—The London branch of a United States firm who are large users of plain round wood pencil boxes, such as could be produced in wood-growing districts where wood-turning is extensively carried on, would like to get into touch with firms in Canada able to turn out such goods.
- 396 **Picture Mouldings and Backing.**—A firm of import and export agents in the North of England ask for illustrated price lists from Canadian manufacturers of picture mouldings and backing.

- 397 **Wood Pulp.**—An Italian firm claiming to have a good connection among paper manufacturers wishes to secure the agency of Canadian manufacturers of wood pulp.
- 398 **Red and Grey Fibre.**—A well-known firm of wholesale engineering and hardware merchants in Glasgow, Scotland, is in the market to purchase hundred-sheet lots of red and grey fibre, suitable for gear wheels and electrical purposes, in sheets 1-16 to 3 inches thick. Canadian references. Will pay cash against documents.
- 399 **Woollen Rags.**—One of the largest firms of importers in the Yorkshire woollen district are anxious to get into touch with actual Canadian shippers of woollen rags.
- 400 **Staves.**—A North of England firm dealing largely in sundries and supplies used in the fishing trades, asks for lowest c.i.f. prices to Hull or Manchester from Canadian shippers of staves suitable for herring barrels.
- 401 **Silver Lead.**—Enquiry has been made by a London firm for the names of Canadian exporters of Canadian silver lead.
- 402 **Wooden Handles.**—A South African wholesale hardware house desires to be placed in communication with Canadian manufacturers of all kinds of wooden handles: pick, hammer, hoe, fork, broom, axe, hatchet, sledge-hammer and chisel.
- 403 **Wooden Trays of Birch and Oak, Turned Goods, Etc.**—A well-known firm of wooden tray dealers in London, England, are in the market to purchase wooden trays of three-ply wood, 1-8 to 1-2 inch thick. References.
- Situation Wanted.**—Well-known man, with some years' experience as stockkeeper or factory clerk in a well-known Canadian factory, wants a similar position in a manufacturing establishment. Excellent references.

Pamphlet Covers.—A Montreal business man, with many years' experience in buying and selling goods in the British market, desires to hear from Canadian houses wanting the services of such a man. Excellent references.

The All-Red Route.

Mr. Winston Churchill announced in the House of Commons a few days ago that the committee investigating the question of the establishment of the "All-Red" route project were considering an interim report. No report was issued, however, up to the close of the session. The possibilities of the "All-Red" route are again being discussed in the British press.

Catalogues.

Motor boats and their engine equipment are discussed in a catalogue just issued by Schofield-Holden Machine Co., Toronto. The catalogue is extensively illustrated, and should prove a most interesting publication for those who contemplate indulging in this kind of summer sport.

The Tallman Brass and Metal Co. have issued a catalogue describing the various metals manufactured by them.

London will seek legislation to enable them to spend \$100,000 on purchasing land for factory sites.

An order for \$750,000 worth of equipment has been divided between the Canadian General Electric Co. and the Canadian Westinghouse Co. for the transmission lines from Niagara through Western Ontario.

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- Q Our business is to give information about printing. We will cheerfully give you any pointers we can.
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"The February Number of the **Home Journal** came to us yesterday, and this morning in reading the editorial page, I am so pleased and delighted with the way you touch on the subjects of the day, that I am impelled to say so. The first page of the Journal is a credit to Canadian journalism."

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Jas. Acton,
Managing Editor



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Manufacturers of
Electrical Apparatus
Of All Kinds

Complete Electrical Installations for all Purposes

AMONG THE INDUSTRIES

ONTARIO.

The Massey-Harris Co. will build an addition to their office building in Toronto.

Heintzman & Co., piano manufacturers, Toronto, will build an extension to their factory.

J. Stevens & Son will build a warehouse on Wellington Street, Toronto, at a cost of \$10,000.

The Maclean Publishing Co., Toronto, will erect a building on Simcoe Street for printing and editorial departments.

Geo. White & Sons, thresher machinery manufacturers, of London, will build an addition to their plant in that city.

Woodstock is dealing with Robert Richardi, of Arnprior, with a view to the removal of his clothespin factory to Woodstock.

A new high school building will be erected and equipped in Port Arthur, Ont., at a cost of \$60,000. Plans have been prepared.

The city of Kingston will make a loan of \$10,000 to the Wormwith Piano Co., on consideration of their rebuilding in that city.

Hart & Carlaw, Galt, have taken over the Scott Planing Mill and have equipped it with modern wood-working machinery.

The new bridge across the Niagara River, which a company was incorporated to build recently, will probably be begun this spring.

The Grand Trunk Hotel which has been under consideration for some time for Ottawa, will, it is now announced, be commenced as soon as spring opens up.

Toronto's Isolation Hospital will be enlarged at a cost of \$60,000. The House of Industry will also erect a building, probably some distance out of Toronto.

The city of Peterborough has received a report on the proposed dam and power plant in that city. The cost of the whole work is estimated to be about \$117,000. It is expected that the work will be undertaken.

The Canadian Potato Machinery Co., a branch of the Champion Potato Machinery Works, of Hammond, Ind., has purchased a site in Galt and will erect a factory there. The initial building will be 100 by 80 feet.

The Russell Harvesting Machinery Co. are negotiating with the city of Woodstock with a view to the erection of a plant there. The company wants to have \$25,000 stock subscribed in Woodstock, besides receiving privileges in the way of exemption from taxes, etc.

A shipyard is proposed for the Soo. Capitalists have put up a definite proposition, which, it is expected, the Council will accept, providing for the establishment of a shipbuilding plant at an initial expense of \$500,000. They ask for exemption from taxation and a cash yearly bonus.

Strathroy is to have a Carnegie Library.

The Construction Paving Co. will build an asphalt plant in Toronto.

The C. R. Willmott Co. will build a factory in Milton at a cost of \$25,000.

The Toronto Show Case Co. will erect a factory on Carlaw Avenue, that city.

The Standard Chemical Co. will build an office building on King Street West, Toronto.

Kingston is to have a new hotel, to cost about \$150,000. E. R. Beckwith is the architect.

Henry Disston & Sons, manufacturers of saws, will erect a plant on Fraser Avenue, Toronto.

The Bell Telephone Co. will build a new telephone exchange in Toronto, at a cost of \$270,000.

The plant of the Standard Chemical Co., Toronto, suffered a loss by fire, during the past month, amounting to about \$5,000.

The new Transportation Building to be erected in the Exhibition grounds, Toronto, will cost about \$86,000. A new Poultry Building will also be erected, to cost \$26,000.

The Oxford Knitting Co., will erect a new factory this summer. The main building will be 200 feet by 56 feet, ten stories high and of brick construction. A dye house will also be built.

THE WEST.

The town of Fernie, B.C., will erect a municipal building.

J. D. McArthur will erect a twelve-storey office building in Winnipeg.

The Great West Saddlery Co. will build an office building in Winnipeg.

Two subways will probably be built in Regina, Sask., at a cost of \$170,000.

The British American Trust Co. will erect an office building in Victoria, B.C.

The Bank of Commerce will build a branch bank building in Lethbridge, Alta.

The city of New Westminster has offered the C.N.R. a free site for locomotive shops.

The Canadian Northern Railway will build a station and freight shed at Brandon, Man.

A company composed of local fruit growers will build a canning factory in Summerland, B.C.

It is reported that the Western Canada Wood Pulp and Paper Co. will erect a pulp and paper mill at Quatsino Sound.

The Province of British Columbia will erect a provincial asylum in the near future. The cost will be approximately \$270,000.

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MANUFACTURERS OF PAPER BOXES OF EVERY DESCRIPTION

**SHEET METAL
BUILDING MATERIALS**Cornices, Skylights, Ventilators,
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Corrugated Iron, straight or curved.

Metallic Shingles, Siding, Ceiling
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Doors.

Pressed Zinc Ornaments.

Write for Catalogue and Quotations.

Reliable goods only.

No cheap trash.

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Styles for Lawns, Farms and Ranches.
Made of high carbon wire, galvanized
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stronger wire than goes into any other
fence. Get 1909 prices and illustrated
booklet.

The Page Wire Fence Co., Limited, Largest Fence and Gate Manufacturers in Canada

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**"LEHIGH" PORTLAND CEMENT**
THE STANDARD BRAND OF CANADA*Specify none other for Sidewalks and high grade
engineering work.**Shipments either Water or Rail.***LEHIGH PORTLAND CEMENT CO., Limited**
Continental Life Building - - TORONTO, ONT.

The Empress Manufacturing Co. will erect a factory in Vancouver at a cost of \$20,000.

Another large office building is proposed for Vancouver. The Exchange Building, Limited, John Kendall, secretary, is the name of the company which has the project in hand.

The Northern Electric and Manufacturing Company, Limited, have been awarded the contract for a Western Electric 260 k.w., 2,200 volt, 60 cycle, polyphase alternator and switch-board for the town of Macleod, Alberta.

QUEBEC.

It is reported that a company will establish a pulp and paper industry at Lachine, Que., commencing work this summer.

A pulp mill will be erected at East Angus, Que., this summer at a cost of \$250,000.

The Campbell Clothing Co. will erect a factory in Montreal this summer.

The Comet Motor Co.'s building in Montreal was destroyed by fire recently.

G. N. Pichet's biscuit factory in Montreal was destroyed by fire recently.

The Mitchell Hardware Co. will build a six-storey warehouse at Sherbrooke, Que.

The Government will build a bridge at St. Felicien, Que., to replace one recently burned.

MOOSE JAW, SASKATCHEWAN

Population 1904, 3,000

Population 1908, 10,000

Assessment 1904, \$1,662,990

Assessment 1908, \$9,222,260

14,728 entries for land in the Moose Jaw district in 1908. The greatest rush for land, at one office, in the history of Western Canada.

MOOSE JAW is the distributing centre for these settlers, who want all kinds of farm implements, building material, and food supplies.

Eastern Supply Houses take note, that American capitalists are following up American settlers.

Mr. Bean, President of the New Prague Milling Co., New Prague, Minn., who has invested \$250,000 in a flour mill at MOOSE JAW, 1,000 barrels capacity, and oatmeal plant 250 barrels capacity, says:—"I looked over the country from Winnipeg to the coast and found conditions at Moose Jaw that answered to what I had fixed in my mind as necessary for a milling centre, that is an abundant supply of wheat, of high grade and good shipping facilities. I was also impressed with the city, its business activity, fine churches and educational facilities."

The Coast Lumber Company, one of the largest distributing lumber companies in the west, also American capital, has headquarters in MOOSE JAW.

MOOSE JAW wants direct services from manufacturers in eastern Canada, without paying toll at any half way gate. Wholesale houses will find ample room for growth in Saskatchewan, the largest and most important province in the west.

MOOSE JAW is the natural distributing centre for south Saskatchewan.

For information write to

HUGH McKELLAR, Commissioner Board of Trade, Moose Jaw, Sask.

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Commercial Union Assurance Company Limited
of London

Total funds exceed - - - \$86,250,000

Deposited with Canadian Government \$877,280

SECURITY UNEXCELLED

THE ACADIA FIRE INSURANCE COMPANY OF HALIFAX, N.S.

Capital Subscribed	- - - -	\$400,000
Capital Paid-up	- - - -	300,000
Total Cash Assets	- - - -	\$507,671
Uncalled Capital	- - - -	100,000
		<u>\$607,671</u>
Liabilities	- - - -	\$64,400
Surplus	- - - -	543,271

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T. L. MORRISEY, MANAGER

Corner St. James & McGill Streets

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The name "OLDSMOBILE" on your purchase is an absolute guarantee of superiority. It has been on the market for ten years, and, for just that length of time it has continued to be classed amongst the really high-grade cars.

We are making a special display in our Salesrooms, 80 King St. East, of '09 Models.

You will be heartily welcome, whether in the market for a car or not, and we will have pleasure in explaining the many points which combine to make the "OLDSMOBILE" the biggest Automobile value in Canada.

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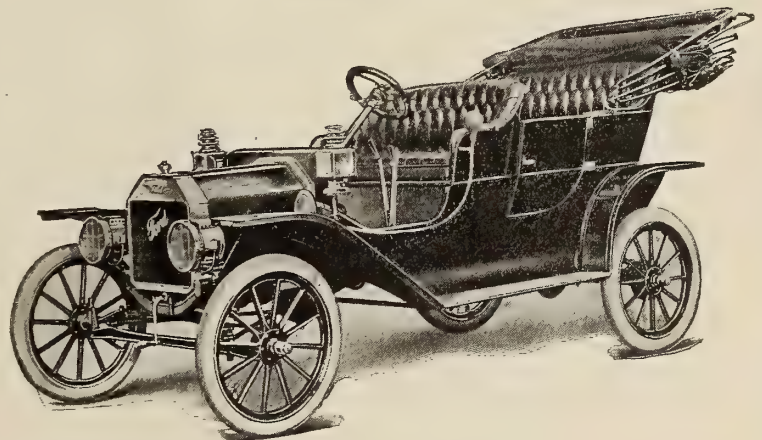
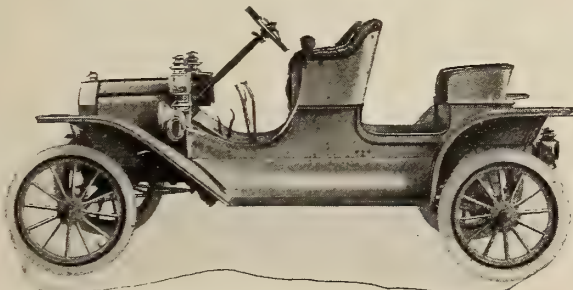
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Manager

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FORD \$1000 TOURING CAR

A family car, capable of carrying five people comfortably. 25,000 Ford cars in actual use constitute the strongest guarantee of satisfaction possible to give.

Manufactured entirely at the Ford Plant



FORD \$975 ROADSTER

For the physician or the business man whose needs demand a quick, efficient and reliable means of transportation, this car is not only more economical in first cost than any other but is less expensive to maintain, owing to its high grade construction.

Four-cylinder, 20 H. P. motor, shaft drive, low tension Ford magnetto, 30x3½ inch tires, side oil lamps, tail lamp and tube horn.

The Ford Motor Co., of Canada, Limited Walkerville, Ont.
TORONTO BRANCH—53-59 Adelaide St. West

The Bank Nationale will erect a large new bank building in Montreal.

A large extension will be built to the Windsor St. Station, Montreal, by the C.P.R. The cost of the extensions and improvements will approximate \$1,000,000.

The City of Quebec and shipping interests generally are agitating for a permanent dock for that city. A deputation has waited on the Government in reference to the matter. The estimated cost of the proposed work is \$2,500,000.

It is reported that the C.P.R. will build a ten-storey office building on the site of the St. Lawrence Hall, St. James St., Montreal. As this hotel is under lease for over a year yet, it is not likely work will be commenced on the new building for a couple of years.

THE EAST

The Anderson Furniture Co. will probably erect a new factory building in Halifax this summer.

Dalhousie College authorities are considering the advisability of erecting new science and library buildings.

The Halifax Fish Co.'s plant at Dartmouth, N.S., was destroyed by fire recently. It is expected that it will be rebuilt.

NEW COMPANIES INCORPORATED

Filters, Ltd., has been incorporated with a capital stock of \$40,000. Head office, Toronto. W. J. Warrington is a director.

The Lindman Trust Co., Ltd., has been capitalized with a capital stock of \$50,000. Head office, Montreal. J. T. Finnie is a director.

The Ben Hur Truck Co., has been incorporated with a capital stock of \$20,000. Head office, Hamilton. J. R. Close, Hamilton, is a director.

The Northern Explosives Co. has been incorporated with a capital stock of \$250,000. Head office, Montreal. Albert J. Brown, Montreal, is solicitor.

The Hygiene Vacuum Co. has been incorporated with a capital stock of \$20,000. Head office, Toronto. James S. Wilson, Ottawa, is a director.

The Watt Hose and Pipe Coupling Manufacturing Co., has been incorporated with a capital stock of \$100,000. Head office, Woodstock. W. J. Watt is a director.

The Roneo Co. has been incorporated with a capital stock of \$250,000. Head office, Toronto. The company will manufacture office specialties. J. M. Clark is solicitor.

The Hearts of Wheat Co. has been incorporated with a capital stock of \$20,000. The company will manufacture cereal foods. J. J. Dyer, London, is a director.

The Hill Electric Switch and Manufacturing Co., has been incorporated with a capital stock of \$20,000. Head office, Montreal. John J. Dougherty, Montreal, is a director.

The Canadian British Insulated Co. has been incorporated with a capital stock of \$50,000. Head office, Montreal. The company will manufacture wires, cables and insulated apparatus.



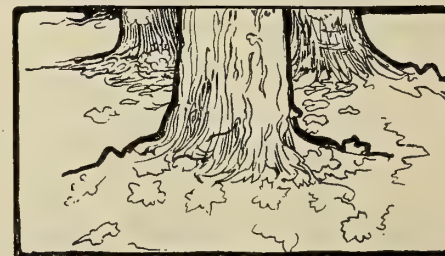
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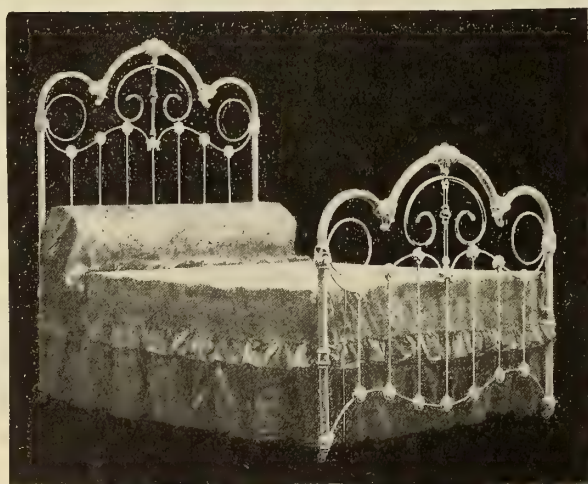
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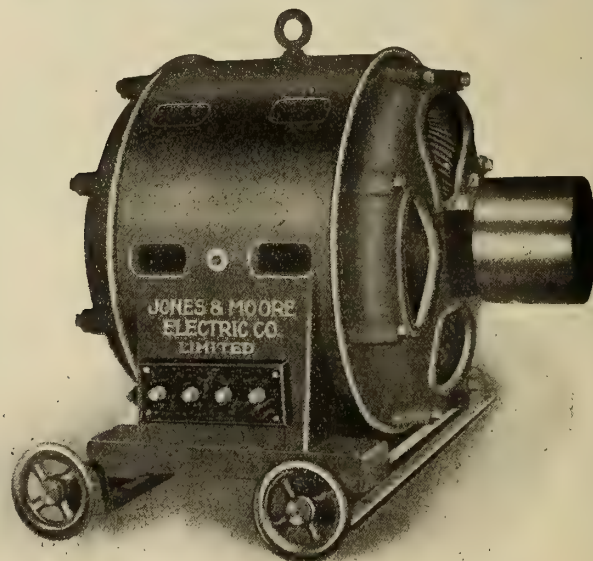
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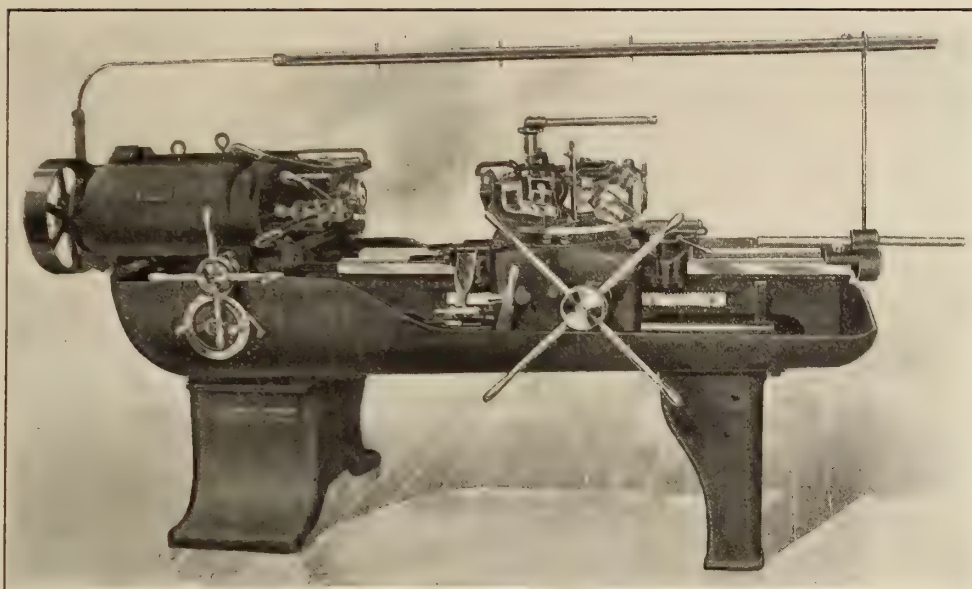
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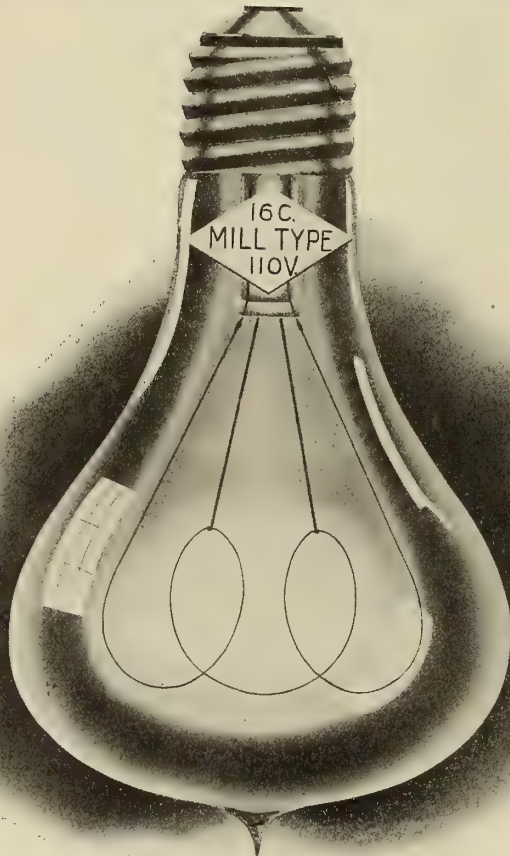
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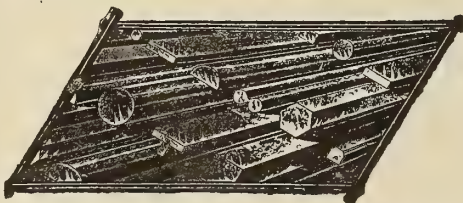
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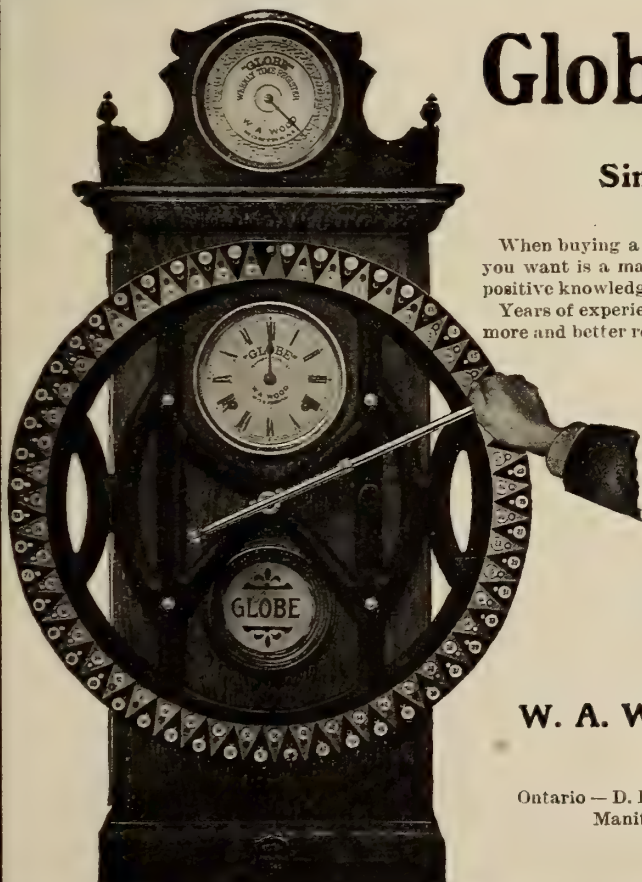
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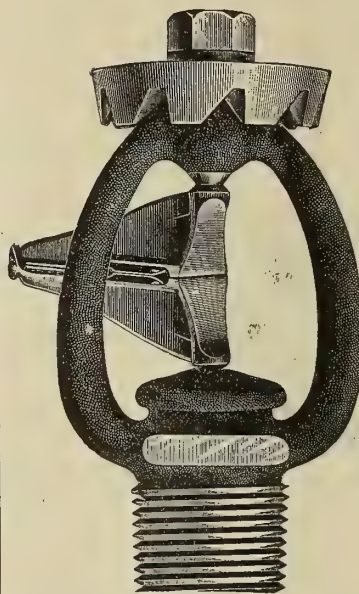
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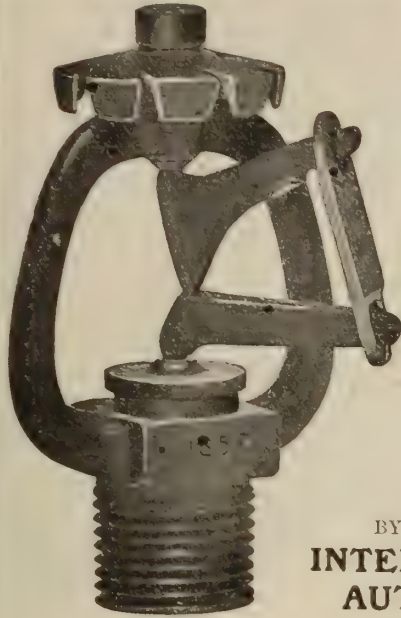
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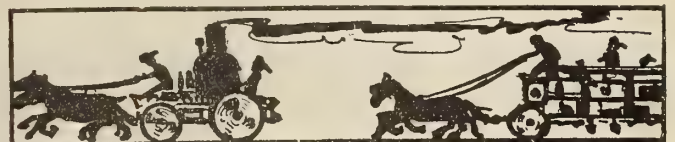
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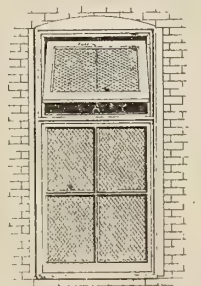
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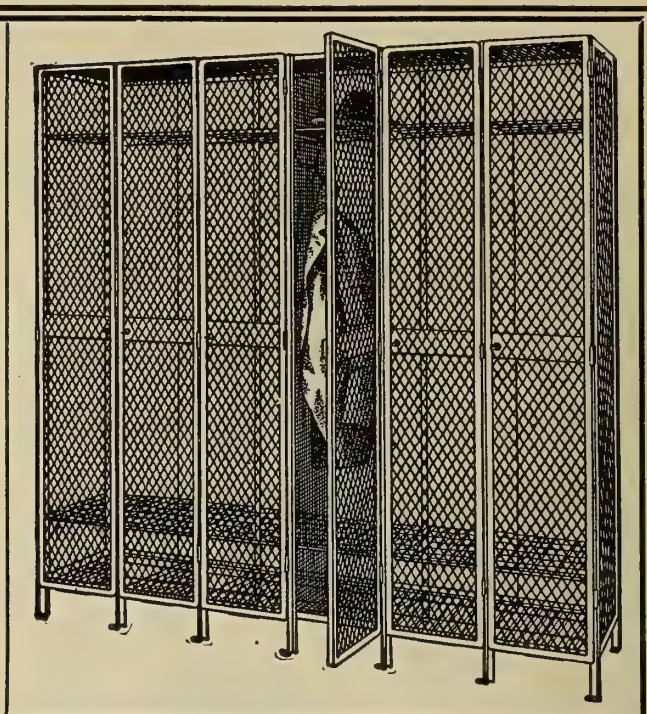
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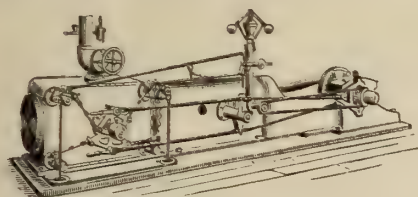
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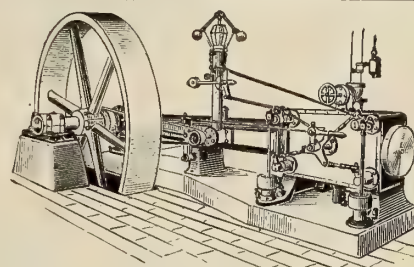
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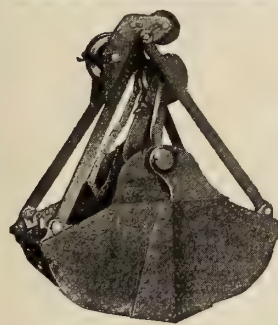
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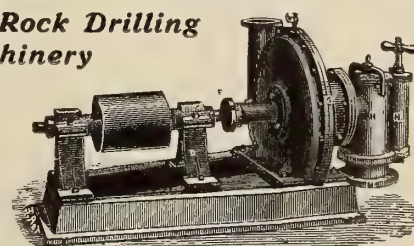


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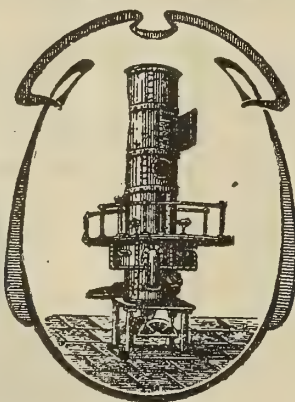
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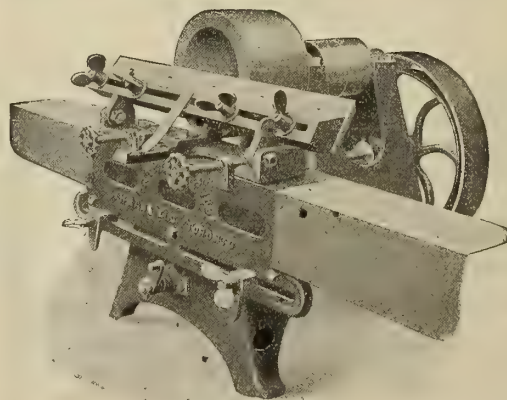
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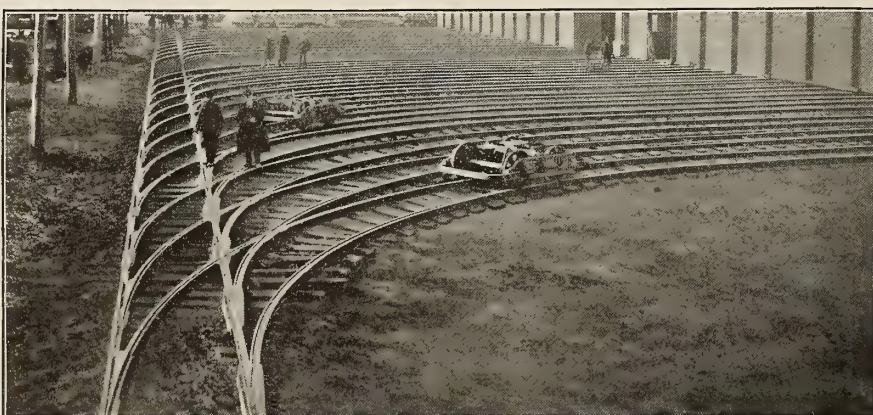
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Smart Bag Co., Limited, The.	766
Somerville, Limited.	Outside Front Cover
Standard Ideal Co., Limited.	Outside Back Cover
Thomson, Tilley & Johnston.	794
Thorn Cement Co.	766
Toronto Bolt and Forging Co.	762
Traders Bank of Canada.	773
Union Drawn Steel Co., Limited.	781
United Typewriter Co., Limited.	773
Vogel, H. G., Co.	783
Walker, Hiram & Sons.	786
Waterous Engine Works Co., Limited.	776
Wire & Cable Co., The.	787

MONTREAL STEEL WORKS,

MONTREAL LIMITED



MANUFACTURERS OF

Steel Castings (Acid Open
Hearth System)Switches and Track
Work For Steam
and Electric Roads

Springs of All Kinds

Manganese Steel
Castings For Wearing Parts, In-
suring Great Hardness
and Durability

Interlocking Plants

Trucks for Electric Cars

Agents for Canada for THOS. FIRTH & SONS, Limited, Sheffield, England, "Speedicut" High Speed Steel, Tool Steel, Axe Steel, Saw Steel, Files, Etc.

A Large Stock Carried in Our Warehouse.

Agents for Canada for BARROW HAEMATITE STEEL CO., Barrow-in-Furness, England.

Quotations for Tee Rails, Fish Plates, etc., Promptly Furnished.

Catalogues Sent on Application.

HEAVY DUTY GOLDIE CORLISS STEAM ENGINES

Are Giving Excellent Service in Canada's Largest Power Plants

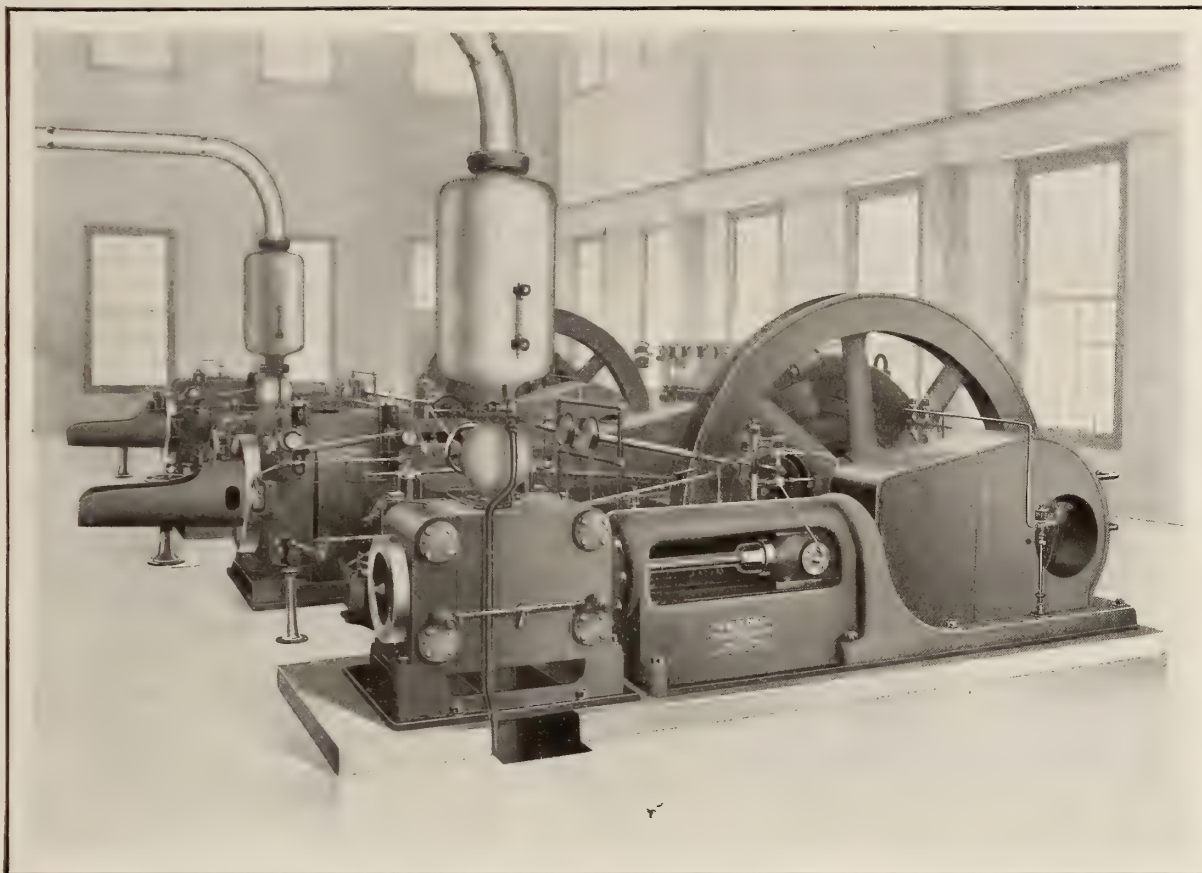


Illustration shows the Power House of the New GRAND TRUNK
RAILWAY Shops at STRATFORD, ONT., equipped with

Two Cross Compound Goldie Corliss Engines, **Direct Connected**

THE GOLDIE & McCULLOCH CO., LIMITED
GALT, - ONTARIO, - CANADA

WESTERN BRANCH
248 McDermott Ave., Winnipeg, Man.

QUEBEC AGENTS
Ross & Greig, Montreal, Que.

B. C. AGENTS
Robt. Hamilton & Co., Vancouver, B.C.

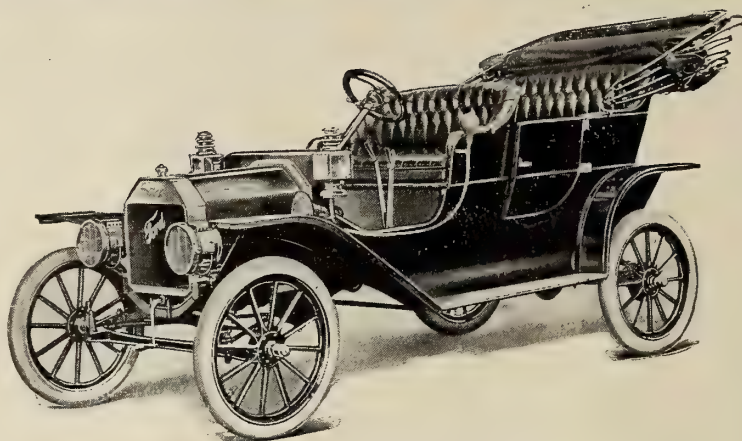
WE MAKE Wheelock Engines, Corliss Engines, Ideal Engines, Piston Valve Saw Mill Engines, Gas Engines and Producers,
Boilers, Heaters, Tanks, Steam and Power Pumps, Condensers, Flour Mill Machinery, Oatmeal Mill Machinery,
Wood-Working Machinery, Transmission and Elevating Machinery, Safes, Vaults and Vault Doors.

ASK FOR CATALOGUES, PRICES AND ALL INFORMATION

FORD \$1000 TOURING CAR

A family car, capable of carrying five people comfortably. 25,000 Ford cars in actual use constitute the strongest guarantee of satisfaction possible to give.

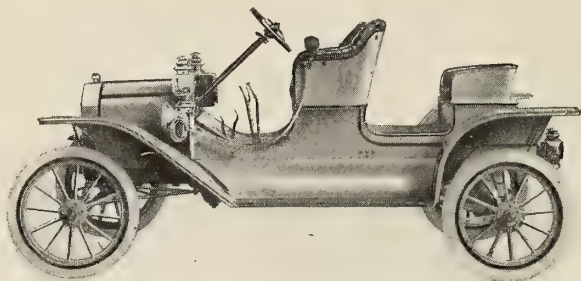
Manufactured entirely at the Ford Plant



FORD \$975 ROADSTER

For the physician or the business man whose needs demand a quick, efficient and reliable means of transportation, this car is not only more economical in first cost than any other but is less expensive to maintain, owing to its high grade construction.

Four-cylinder, 20 H. P. motor, shaft drive, low tension Ford magnetto, 30x3½ inch tires, side oil lamps, tail lamp and tube horn.



The Ford Motor Co., of Canada, Limited Walkerville, Ont.
TORONTO BRANCH—53-59 Adelaide St. West

MOOSE JAW

SASKATCHEWAN



WIDE-AWAKE city half way between Winnipeg and Calgary. Population over 10,000. Increasing at the rate of 1,500 a year.

Moose Jaw is the railway and business centre of South Saskatchewan, the terminus of the Soo Line direct from St. Paul.

The headquarters of the Moose Jaw-Lacombe branch of the C.P.R. which when completed will give an air line from Chicago to Edmonton, via Moose Jaw.

The Grand Trunk Pacific Branch Lines Company has applied for a charter to build to Moose Jaw; the C.N.R. will follow suit.

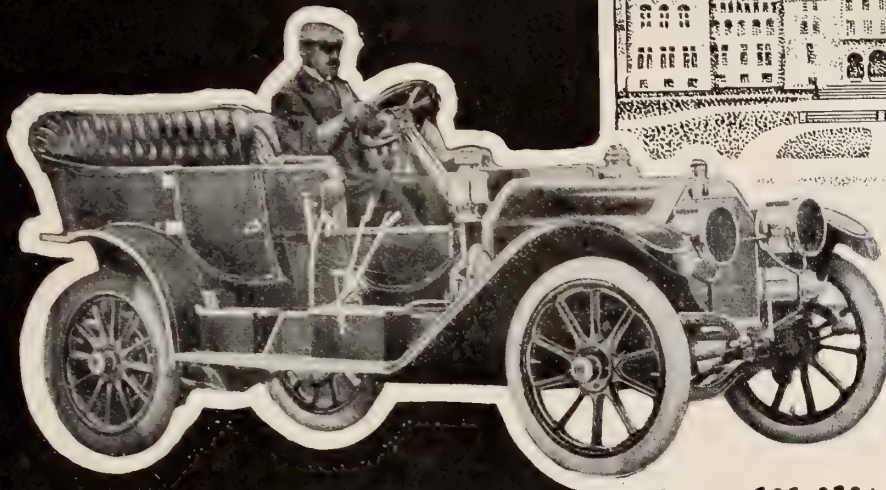
Moose Jaw Dominion Lands Office led THE WORLD in 1908 with 14,728 entries. This means 8,000 actual settlers. Thousands will come this year and find homes in the great districts north-west and south-west of Moose Jaw.

Settlers have already commenced to pour in from the United States via the Soo Line.

The new mills, Saskatchewan Flour Mills Company, which commenced milling in January are going to make Moose Jaw famous, with their "Robin Hood" flour. They have already influenced capital to the city. Others will follow, for there is money to be made in a city which is only in the making.

For information write to—**HUGH MCKELLAR**,
Commissioner Board of Trade,
Moose Jaw, Saskatchewan.

Oldsmobile



City Hall
Toronto

When a salesman offers to sell you a car at One Hundred Dollars or so less than the List Price, don't deceive yourself with the belief that you are thereby getting a special concession. Chances are that, having risen to this tempting bait, you will find on comparing notes with some friend, who has bought a car of the same model, from the same agent, that he has, by driving a hard bargain, obtained a price a hundred or so lower than yours. In other words, any automobile that lacks a fixed and unbreakable Selling Price is not liable to be a safe investment. The "OLDSMOBILE" is one of the few cars that can boast an inflexible price.

Roadibility
Accessibility
Comfort

What the average man is looking for is a car that will furnish the maximum of service with the minimum of running expense. In this connection, let us remind you of our special agreement, providing for the maintenance of any "OLDSMOBILE" at the nominal charge of \$1.00 a week. This we believe to be the best evidence a manufacturer ever gave of supreme faith in his own car. The arguments we can furnish you for the "OLDSMOBILE" are more numerous and more weighty than those advanced by any other manufacturer; but, over and above all argument, is the car itself.

Give us an opportunity to demonstrate for you one of our '09 Models. A spin in an "OLDSMOBILE" will convince you that this car combines the three most desirable automobile characteristics—Roadibility, Accessibility, Comfort.

Frederick Sager
Manager

The OLDSMOBILE CO. OF CANADA, Limited
TORONTO ONTARIO

W. L. Stoneburn
City Sales Mgr.

In Regard to the Cost of Fire Insurance

In Buying Raw Material

You hunt out the cheapest market. That is where your profit comes in. You act on the old proverb, that "a dollar saved is a dollar made." It is good business to do so

In Buying Fire Insurance

Do you carry the same principle into effect? In fire insurance there are two points which must be kept constantly in view, **SAFETY** and **COST**. You cannot afford to sacrifice one to the other. But when you are assured of the safety of a proposition, it is well to look carefully at the cost.

In insuring with the CANADIAN MANUFACTURERS' MUTUAL FIRE INSURANCE COMPANIES your risk is supported by the manufacturers of Canada. They constitute the companies. They are your guarantee of safety.

And as for cost, you will save all the profits that ordinarily go to the shareholders and agents. You will have your insurance economically and efficiently handled by a directorate chosen by yourselves, prominent manufacturers who give their time and ability, without charge, in your interests.

LET US INSPECT YOUR RISK AND QUOTE YOU RATES

**Central Canada Manufacturers
Fire Insurance Co.**

**Eastern Canada Manufacturers
Fire Insurance Co.**

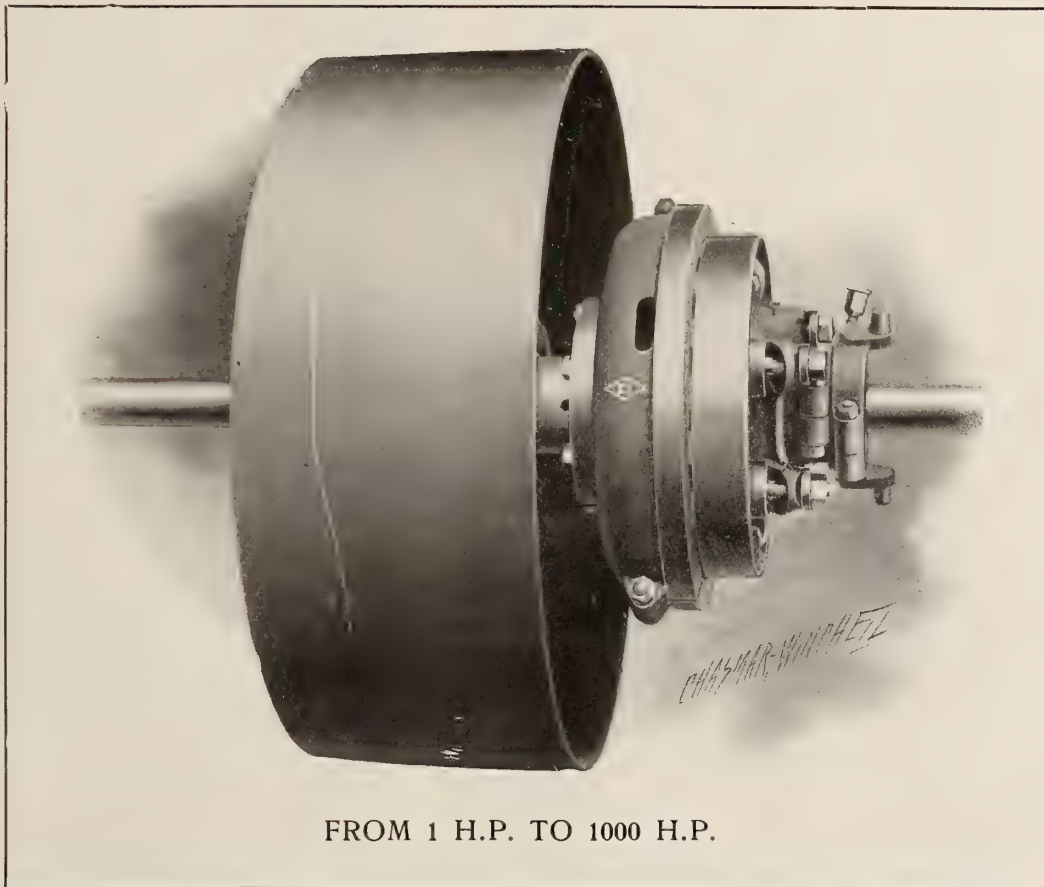
**Underwriting Offices :
Traders Bank Building, Toronto**

GUARD AGAINST ACCIDENT

BY USING

DODGE FRICTION CLUTCH PULLEYS

WE MAKE THEM SPLIT OR SOLID AND
FOR IRON PULLEYS OR WOOD PULLEYS



FROM 1 H.P. TO 1000 H.P.

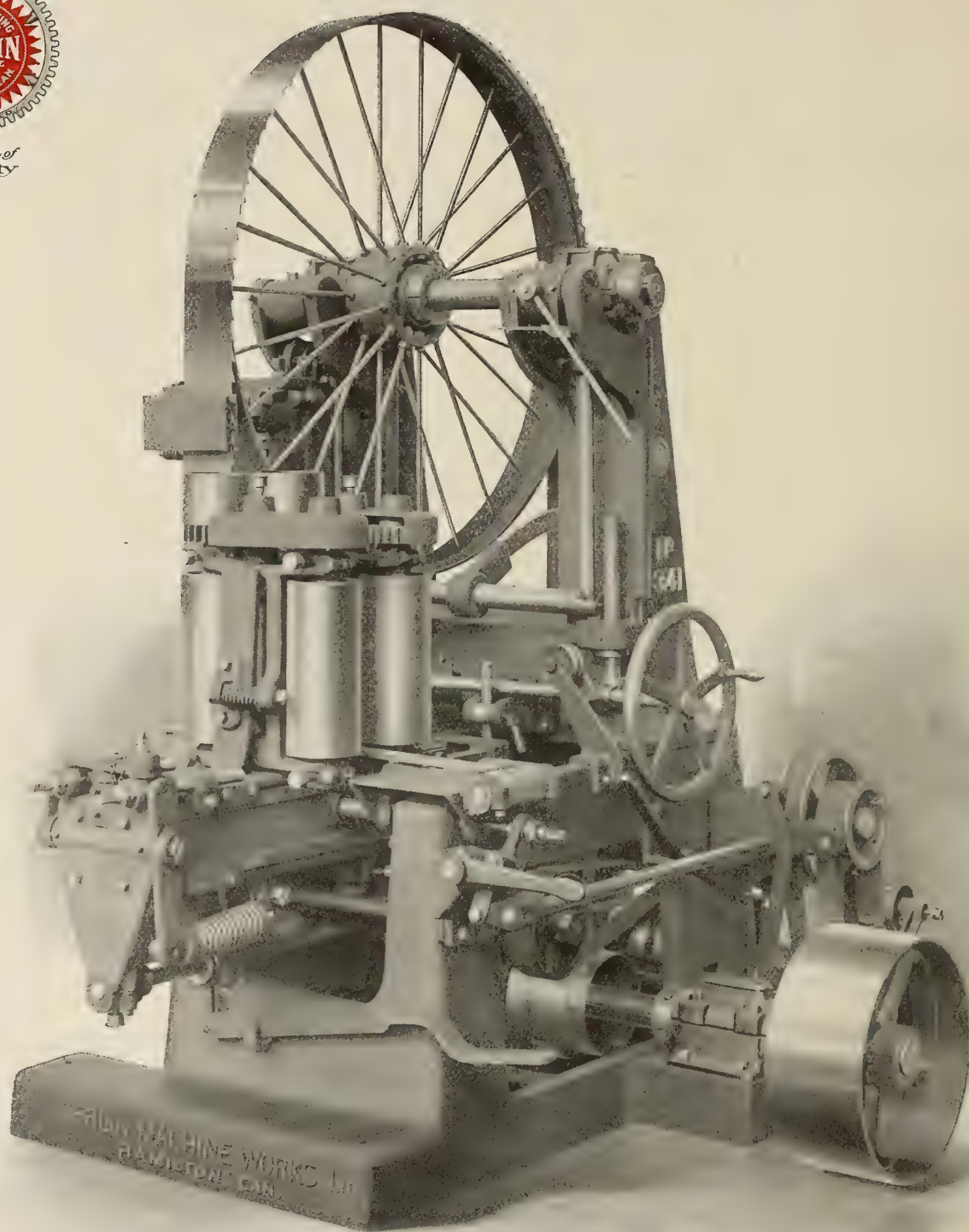
Don't have your men throwing Belts off! It's Dangerous! We can supply you with Friction Clutch Pulleys in any size which enables you to stop and start at will by simply throwing in or out the Lever.

Write for our Clutch Book

DODGE MANUFACTURING CO., TORONTO
MONTREAL



*The SEAL of
Quality*



Berlin, No. 341, Band ReSaw

Berlin Utility ReSaw

A simple, powerful resaw fitted for every class of work, being an ideal tool for box factory work, bevel siding and general resawing.



IN all our experience in the Band Saw Line, we have never brought out a machine that has jumped into favor as quickly as our No.

341. ¶ Its construction is so simple as compared with any other machine carrying a 6-inch blade that we have termed it our "UTILITY" resaw. ¶ It is quick, accurate and convenient to handle, adapting itself to stock ranging in width up to 24 inches and in thickness up to 10½ inches. These features, with its ease and rapidity of adjustment, give it a greater capacity than any other machine carrying a 6-inch blade. ¶ The steel wheel construction is a point totally distinctive of Berlin Resaws. A locomotive steel tire with staggered wheel spokes provides the STIFFEST yet LIGHTEST wheel on the market. ¶ The distance between wheels is a minimum allowing the use of a short blade and is another reason for great strength and capacity. The sensitive knife-edge straining device guarantees LONG LIFE to the blade. ¶ The upper saw-guide is our "oyster-shell" pattern, opening instantly on contact of stock with guide, thus saving the saw and insuring straight cuts. ¶ The above practical features are selling Berlin Band Saws every day. We make machines for your work, no matter what it is, and will gladly send you LARGER PICTURES.

BERLIN MACHINE WORKS, LIMITED
HAMILTON, CANADA

1875

The

1909

Boiler Inspection & Insurance Co.

of Canada

Head Office: Continental Life Building, Toronto



President: John L. Blaikie

Vice-President: H. N. Roberts

FINANCIAL STATEMENT, JANUARY 1st, 1909

ASSETS		LIABILITIES	
Cash on hand and in bank	\$ 18,206.02	Unearned Premium Reserve	\$86,154.91
Mortgage loans	5,800.00	Reported Loss, proof not filed	1,300.00
Stocks, Bonds and Debentures	127,594.02	Total liabilities except capital	\$87,454.91
All other assets	11,395.81	Capital paid up	\$75,075.00
	\$162,995.85	Surplus over all liabilities	465.94
		Total surplus for policyholders	75,540.94
			\$162,995.85

List of Securities owned by the Company. Market values of December 31st, 1908

DEBENTURES		Amount carried forward	
City of Vancouver, 3½%, 1942	\$6,300.00	Town of Deseronto, 5%, 1909	940.00
City of Vancouver, 4%, 1946	7,000.00	City of Hamilton, 4%	8,537.76
Town of Owen Sound, 4%, 1923	3,880.00	City of Kamloops, 5%, 1956	5,000.00
City of London, 4%, 1921	6,000.00		
City of London, 4½%, 1914	10,853.26	BONDS AND STOCKS	
Canada Landed & N. I. Co., 4%, 1910	5,000.00	Canada Southern Ry. Bonds	20,140.00
Canada Landed & N. I. Co., 4%, 1912	8,000.00	Consumers' Gas Co. Stock	9,393.00
Town of Maisonneuve, 4½%, 1946	10,225.00	Canada Permanent Mortgage Corporation	9,420.00
Town of Westmount, 4½%, 1947	9,405.00	Toronto General Trusts Corporation	7,500.00
Amount forward	\$66,663.26		\$127,594.02

The Policies of The Boiler Inspection & Insurance Co. of Canada are guaranteed by The Hartford Steam Boiler Inspection & Insurance Co. under a License granted by the Dominion Government for that purpose.

THE

Hartford Steam Boiler Inspection & Insurance Co.

Head Office: HARTFORD, CONN.

President: Lyman B. Brainerd

Vice-President: F. B. Allan

Secretary: C. S. Blake

Head Office in Canada: Continental Life Building, Toronto

Chief Agent in Canada: H. N. ROBERTS

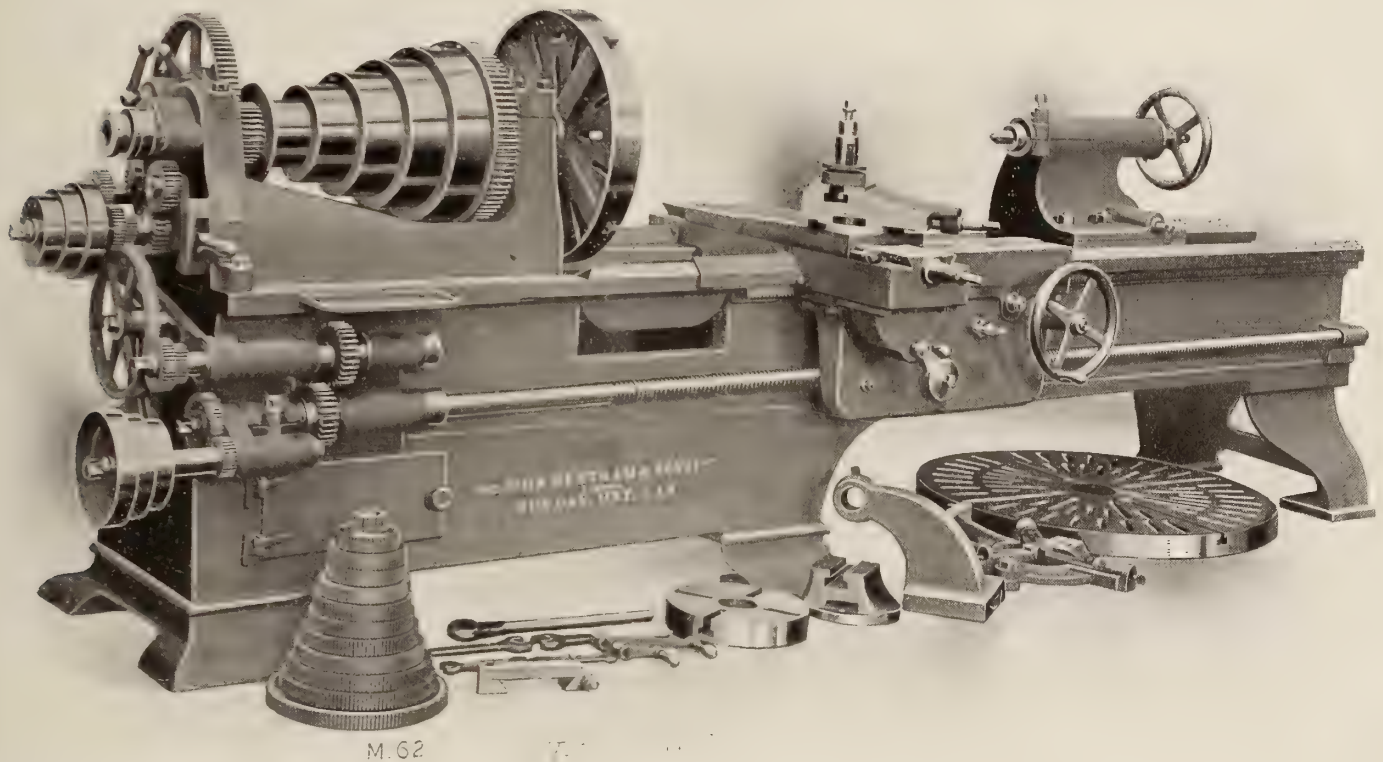
FINANCIAL STATEMENT, JANUARY 1st, 1909

ASSETS		LIABILITIES	
Cash on hand and in bank	\$ 166,239.05	Reserves for unearned premiums and losses	\$2,006,391.98
Stocks, Bonds, Debentures, etc.	3,923,046.35	Capital paid up	\$1,000,000.00
Other Assets	335,141.01	Surplus over all liabilities	1,418,034.43
	\$4,424,426.41	Total surplus for policyholders	2,418,034.43
			\$4,424,426.41

Total Assets for Security of Policyholders of Boiler Inspection & Insurance Co. \$4,552,020.43



BERTRAM HEAVY LATHES



40 x 24 INCH STANDARD GAP LATHE

We have the following sizes for immediate delivery,

36 x 20 inches

44 x 28 inches

40 x 24 inches

44 x 30 inches

We manufacture lathes of all kinds and sizes, for nearly all classes of work, including

Car Wheel Lathes

Driving Wheel Lathes

Axle Lathes

Brass Finishers' Lathes

Engine Lathes

Facing Lathes

Forge Lathes

Pulley Lathes

Turret Lathes

Extension Bed Engine Lathes

Write for description and full particulars.

The John Bertram & Sons Co., Limited

DUNDAS, Ontario, Canada

Agents

THE CANADIAN FAIRBANKS CO., Limited

Offices

Montreal, Toronto, Winnipeg, Calgary, Vancouver, St. John

A GAP LATHE

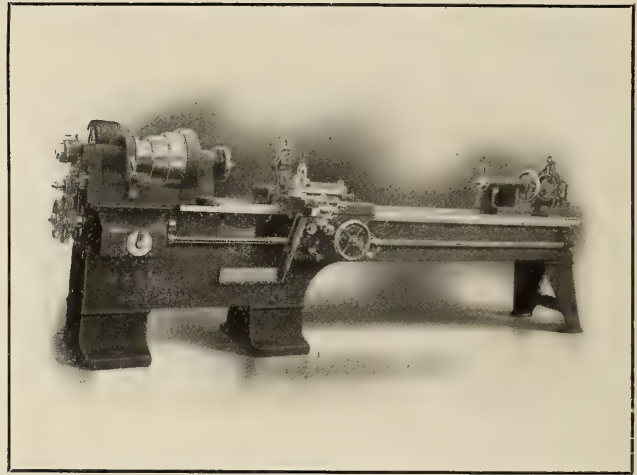
To be an efficient tool on large as well as small diameters, must be of substantial construction, and this feature is strongly brought out in our machines.

The bracing of the Carriage is important, and we would ask you to kindly note our Lathes in this respect.

All labor-saving features are embodied, and workmanship is strictly first-class.

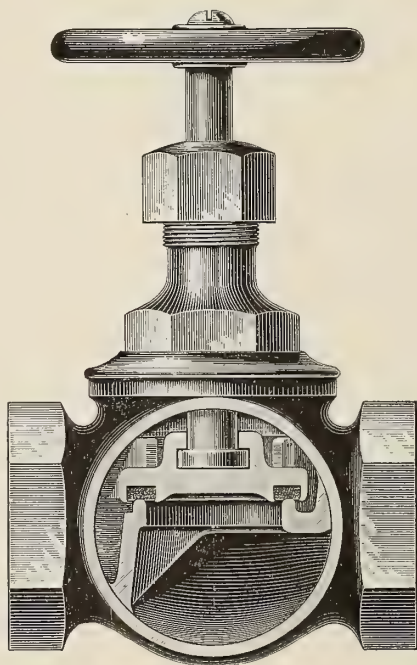
WE MAKE ENGINE LATHES AS WELL

PARTICULARS ON REQUEST



THE R. McDOUGALL CO., LIMITED

GALT - - CANADA



FAIRBANKS VALVES

RENEWABLE - - ASBESTOS - - DISCS

For High and Low Pressure Steam, Water and Air. No seats to grind. Less than one minute's work to replace disc when worn and valve is as good as new.

Disc being loose on spindle assures a perfectly tight valve when closed. Only high grade material used.

Made in Sherbrooke, Que.

The Canadian Fairbanks Co.
LIMITED

Montreal - St. John, N.B. - Toronto - Winnipeg - Calgary
Vancouver

WHY DOES "THE GLOBE" ADVERTISE?

OVER 52,000 copies of "THE GLOBE" are circulated and read every day, over 16,000,000 every year. You can scarcely pick up a Canadian paper that does not quote from or comment on some article from "THE GLOBE."

Everyone knows "THE GLOBE." When you speak of "THE GLOBE," everyone knows you mean "THE GLOBE" of Toronto. Explanation is never necessary. *Such is the pre-eminent position "The Globe" has held in Canadian life for 50 years.* Yet "THE GLOBE" is buying space and advertising in "Industrial Canada." Why?

Because "THE GLOBE" has advertising space to sell, just as you, our non-advertiser, may have stoves, or shirts, or hats, or canned tomatoes, or any other article to sell.

Because to be known in a general way is not enough either for you or for "THE GLOBE," otherwise your advertisement would now be appearing in our columns.

Because through "Industrial Canada," "THE GLOBE" can talk to you gentlemen of the manufacturing public, and suggest to you how it will be to your advantage to buy space in our advertising columns, just as through "THE GLOBE" you can talk to both the selling and the consuming public, and suggest to them why it will be to their advantage to buy the goods you manufacture.

You expect your products to sell because they have certain points of merit. Who is going to point out and emphasize these points of merit if you don't? Certainly not your competitor. The retailer has no particular interest in *your* welfare. If you want the public to appreciate, ask for, and buy your goods, you must give them a reason. You must show them why. That can only be done by an educational advertising campaign through the daily press. It has been done in cases without number. It can be done in your case if you have the right goods and if you go about it the right way.

Consult us about it. Our experience is at your service, and places you under no obligation. But act at once. There never was a more favorable opportunity in Canada's history for doing effective advertising than the present.

PHONE OR WRITE

"THE GLOBE"

Canada's National Newspaper

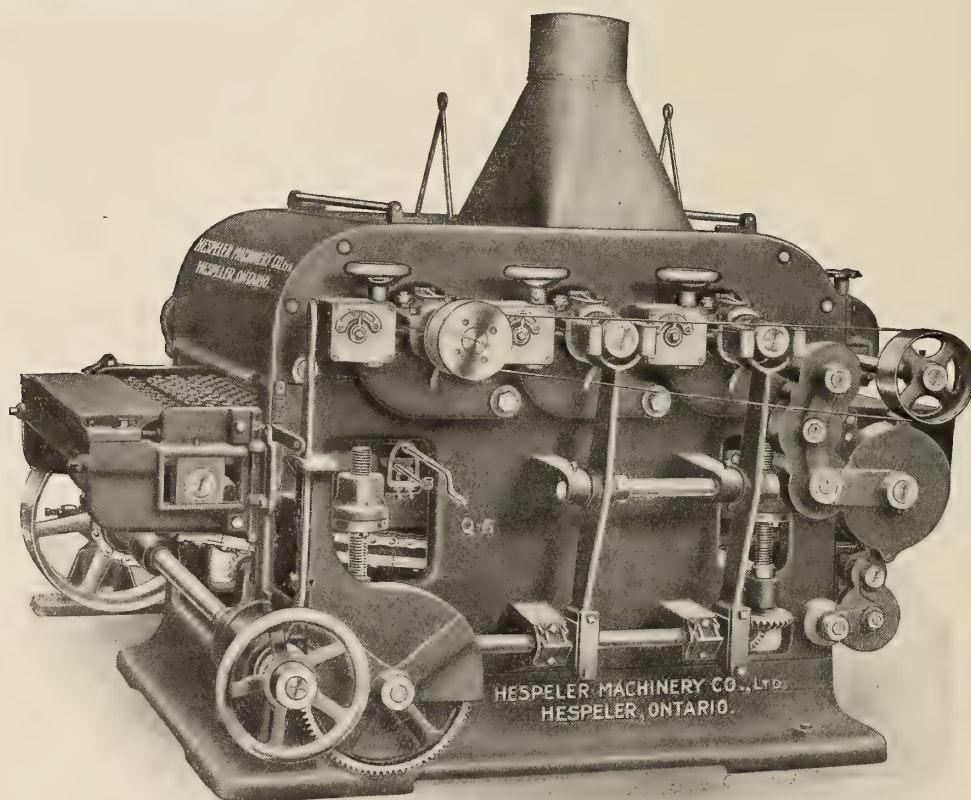
TORONTO

A Wood Polishing Machine

WITH A RECORD

If you use wood polishing machines you must be interested in this. It is a machine that really polishes.

In competition with the world took the Gold Medal at the World's Fair at St. Louis in 1904.



MADE IN CANADA

We are the Canadian builders of Smith's Revolving Bed Sander.

Let us tell you about them. The Box Frame, the Feed, the Lags, the Sand Drums have all points of superiority over other machines.

WRITE FOR CATALOGUE

HESPELER MACHINERY COMPANY, LIMITED

HESPELER, ONTARIO



"THE TEST OF TIME"

THE OSTERMOOR MATTRESS

Has been proved to be good for Fifty Years of solid comfort and cleanliness

Don't think that Ostermoor Mattresses are solely for the wealthy. It is true that thousands of our wealthiest Canadians and scores of our best Hotels and Steamships will have nothing else, because they are the most luxurious and the most sanitary Mattress at any price.

But they are also the cheapest, because they are an actual investment, even for the wage-earner, as they last a lifetime and never cost a cent for making over.

A \$15.00 Ostermoor Mattress at a cent per day would mean less than three years' service, but the Ostermoor Mattress is good for fifty years of solid comfort and cleanliness.

Don't be satisfied with the "just as good" kind, when you can have the "guaranteed" kind for the same money. The genuine Ostermoor Mattress has a red and black label sewn into the end band, with the name "Ostermoor" across it; insist on seeing this before you buy.

Write us for catalogue and recommendations of well-known people who know the Ostermoor Mattress—some of them for over fifty years.



STANDARD SIZES and PRICES

4 ft. 6 in. wide, 45 lbs.,	\$15.00
4 ft. 0 in. " 40 lbs.,	14.00
3 ft. 6 in. " 35 lbs.,	12.50
3 ft. 0 in. " 30 lbs.,	11.00
2 ft. 6 in. " 25 lbs.,	9.50

All 6 ft. 3 in. long

Made in two parts, 50c extra.
Transportation paid.

For sale by one dealer in every good-sized town in Canada, or direct.

**THE ALASKA FEATHER
& DOWN CO., LIMITED**
MONTREAL



Dominion Express

MONEY ORDERS



Safe Convenient Economical

Payment is guaranteed and a prompt refund will be made, or a new order issued without extra charge, if order is lost, stolen or delayed in transit.

Payable at par in over 30,000 places in Canada, United States, Newfoundland, West Indies, Central and South America, Hawaii, Philippines and the Yukon.

FOREIGN CHEQUES

issued in Sterling, Marks, Francs, Lire, etc., payable in all commercial countries of the world at current rates.

**Travelers' Cheques. Superior to
Letters of Credit**

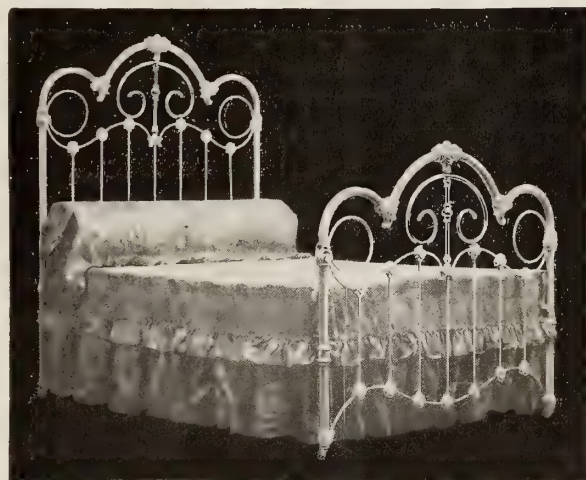
In denominations of \$10, \$20, \$50, \$100 and \$200, with equivalents in Foreign Money printed on each cheque. They are self-identifying and payable everywhere.

General Offices - TORONTO



**Agencies Throughout
Canada**

Numerous branch agencies in
Drug Stores, etc., convenient
to business and residential
districts, open early and late.

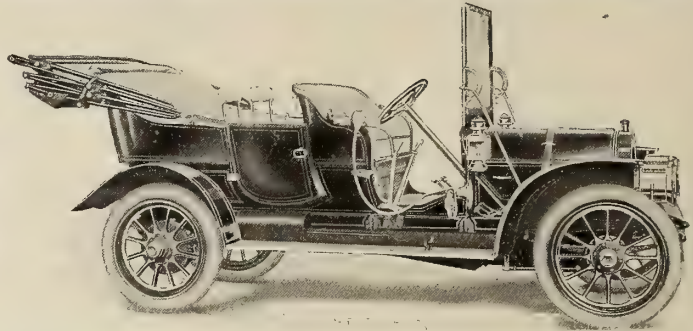


No. 5171 Enameled Bedstead. Price \$15.00.

Posts, 1 5-16 inches in diameter. Filling, 5-8 inch brass and 3-8 inch steel. Chills gold tipped. Height, 68 at head, 46 inches at foot. 4-6 width only. **30 days' approval. 5 year guarantee.** Sold by all reliable Furniture Merchants. **Refuse substitutes or imitations. If you can't get suited, write to us.**

QUALITY BEDS LIMITED
MANUFACTURERS WELAND CANADA

A Record: We have sold more RUSSELL automobiles in the past seven months than during the previous twelve months combined.



WHY ?

BECAUSE the RUSSELL is the best built car for Canadian roads. Because our factory is here backing up its product and its real guarantee. Because we have the most complete system of branches and agencies in the country.

If you drive a

Russell

you are never out of touch with the makers of your car. If anything needs attention you can get it, get it *quickly*, whether you are at home or away on tour. No importing expense—no customs delays.

This means motoring in Canada at its very best—motoring with the care left out and the pleasure left in.

Models from \$1,500 to \$4,500. Runabouts, roadsters and touring cars, 18 to 50 h.p.

May we send you our catalogues describing the full Russell line?

CANADA CYCLE & MOTOR COMPANY, LIMITED, WEST TORONTO
Makers of High Grade Automobiles

BRANCHES: Toronto Hamilton Ottawa Montreal Winnipeg Vancouver Melbourne, Australia.

TRUCKS OF ALL SORTS FOR ALL PURPOSES



Special Bag Truck. Style 59

Every User should have our New 80-page Catalogue M2, on Trucks. Write for it. It contains much valuable information, and a complete list and illustrations of all standard and many special styles.

Two and Four
Wheeled

Our Improved
Designs will
Interest You



Grocers' and Warehouse Truck. Style 79. Extra Heavy Design

**WM. & J. G. GREY 2 CHURCH STREET
TORONTO**

Manufacturers of Flour, Oatmeal and Cereal Machinery, Grain Choppers, Paint and Ink Machinery
Spice and Drug Machinery, Chilled Iron Rolls and Metal Rolling Mills, Trucks, Special
Machinery, Power Transmission, Elevating and Conveying Apparatus, etc., etc.

INDUSTRIAL CANADA

ISSUED BY

The CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

Vol. IX

TORONTO, APRIL, 1909

No. 9

INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

COMMITTEE.

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AND THE GENERAL OFFICERS OF THE ASSOCIATION (Ex-officio)

Subscription—One Dollar per Year. Single Copies 10 cents.
Advertising Rates made known on application.

OFFICES—TRADERS BANK BUILDING TORONTO

General Secretary : G. M. MURRAY.

Editor : F. P. MEGAN.

Advertising Manager : D. B. GILLIES.

COMMENT OF THE MONTH.

What is Our Position?

"IT is the demand for labor," says *The Globe*, Toronto, "that sustains wages, and it is necessarily lessened by protection." An argument based on the relative value of universal free-trade or protection might be of academic interest, but it would have no bearing on present conditions. The United States have a high protective tariff; so has Germany; France is adopting one. The only live question for us to consider is, What under these circumstances should our economic policy be? It is generally admitted that without a protective tariff Canadian manufactures would be swamped. Where, then, would be the demand for labor which was going to sustain wages? We confess that we are not cosmopolitan or altruistic enough to enthuse with delight at the idea of an army of men being given employment in the United States or Germany to take the place of the same number of men formerly employed in Canada. An increase of employment abroad at the cost of closed shops and hungry mouths at home doesn't look good to us.

Rights of Vendors Established.

A SATISFACTORY judgment was given a few days ago, by which the rights of vendors under the "Conditional Sales Act" of Ontario were clearly defined. The Goldie & McCulloch Co., of Galt, had sold, under the usual conditional sales or lien contract, to the Palmer Piano Co., of Uxbridge, an engine, boiler, etc., on which, as usual, and as is called for by the statute, the firm name-plates were affixed. Before shipment of the machinery had been made, the Palmer Piano Co. had given a mortgage to the town of Uxbridge on their real estate and factory buildings. The engine, boiler, etc., were shipped in due course, and, as is customary, the purchaser asked for drawings showing the boiler setting and engine foundation. These were furnished by the Goldie & McCulloch Co. Some time after, the Palmer Piano Co. went into liquidation, whereupon the vendors of the machinery asked to have the balance paid on it or else to be allowed to take it out. The liquidator consented to the removal of the engine equipment by the Goldie & McCulloch Co., but the mortgagees, the town of Uxbridge, stepped in and disputed their rights, whereupon they brought an action, which was the only course left to them, to replevy the machinery. The point raised by the town of Uxbridge was that the Goldie & McCulloch Co. had furnished drawings to enable the Palmer Piano Co. to build in the boiler and place the engine on its foundation, and had consented to the engine and boiler becoming affixed to the realty, and therefore they were a part of the realty and subject to the town's mortgage. The statute, however, clearly states that machinery sold under the "Conditional Sales Act," although affixed to the realty, does not become part of it.

EVERY MANUFACTURER IN CANADA

is urged to forward one copy of his catalogue to this office, for transmission to the Chief Librarian of the Toronto Public Library, who has allotted a complete section in the new Reference Library to Canadian catalogues. These will be placed so as to be easily accessible to the public. The publicity which will be given by this means to Canadian manufactures should prove of great value.

The judgment of the court upheld the statute, and the Goldie & McCulloch Co. were granted the right to remove the machinery. The decision was of the utmost importance to manufacturers and dealers. It leaves no doubt as to the interpretation of the law on this point.

The Intercolonial Increases Its Deficit.

ANOTHER deficit for the Intercolonial, this time of about half a million dollars, has been announced by the Minister of Railways and Canals. We can well believe that Ministers, as they have one after another succeeded to Canada's outstanding example of public ownership, have wished in their hearts that a connecting railway had not been Nova Scotia's price of her adherence to the incipient Canadian confederacy. In the discussion which has been in progress for some time regarding the future of the road, someone, a representative of labor we believe, maintained that the Intercolonial Railway was the centre and inspiration of public ownership in Canada. If such is the case, Heaven help the public ownership idea. There has been little satisfaction for a Canadian in the road's record during all the years of its operation. It is not flattering to our ability to have it drummed in on us year after year that we are incapable of managing a railway successfully. Other roads, greater and smaller in extent, worry along, doing more business this year or less, as the case may be, but always paying running expenses and interest, with usually some compensation in the form of dividends to the shareholders. Not so with the Intercolonial. The demands of the public have been small. No suggestion of a profit has ever been made; few have held that interest on the capital investment should be expected. The management has been merely asked to pay its way. Not an impossible task, we should say, for an elaborately equipped railway, running through a settled district. Yet the people have begged in vain to be freed from the incubus of an annual deficit.

Hon. Mr. Graham Suggests a Change.

HON. MR. GRAHAM has proposed a change in the system of management. He would establish a Board of Management, consisting of two of the present high officials of the road, the Deputy Minister of Railways and Canals, and a railway man, "*not a high-priced official*," from some other road. These four would constitute a sort of sub-divided general manager of a minor order, for with all their number they would not have the authority of a C. M. Hays. The Minister still retains supreme command. The situation must be met openly and fairly. The old system, into which politics entered at every turn, has by a long and costly experience been shown to be impracticable. In spite of the assertions of Hon. Mr. Graham, there is every reason for the practically universal belief that politics have been the curse of the road. Politics have prevented the rates being made commensurate with the service given, politics have been the cause of the immense

amount of dead-head passenger traffic, politics have prevented the staff being reduced when traffic fell off, politics have caused the appointment of men to necessary and unnecessary positions, who were not the best or most efficient men for the places. A change in management which will not effect the elimination of these sources of weakness is a delusion and a snare. The Government have gone a long step in the right direction when they have admitted that some change is necessary; but the scheme proposed is inadequate to meet the situation. Its great and fatal weakness is that it will not take the road out of politics. This we believe should be the first consideration in any scheme of reorganization. Granted this preliminary condition, it will be no great trick to get a man to run the road. The efficiency of the G.T.R. was long sapped by a superabundance of high-priced officials who got their appointments through family connections in England. But as soon as this influence was shaken off and the management placed in the hands of Mr. Hays, failure was converted into success. So with the analogous case of the Intercolonial. As soon as a general manager is given power to run the road as he would if he were running it for himself, so soon will station agents and others be appointed who are best qualified for the positions, and so soon will deficits give place to surpluses.

Will Not Eradicate Weaknesses.

THE proposed Board of Management is not so constituted as to eliminate politics from the working of the road. It will have as a member the Deputy Minister of Railways, who will directly represent the Government. It will have as two other members, high officials of the Intercolonial who have been for years, and are still, in the direct employ of the Government. It will have as a fourth member, an official, not, as the Minister specifically mentioned, a high-priced one, from some other road. These four men are to handle much of the detail which now obstructs the work of the Department of Railways and Canals. But the position of each member of the Board depends from day to day on the Government, and it will not be as hard to deal with a querulous member as with a super-sensitive Auditor-General, though even the latter feat was accomplished successfully. An advisory board of this kind is undoubtedly of value, though wherein it is an improvement on a general manager surrounded by capable assistants it is difficult to say. But as an eliminator of politics it does not promise well. The same avenues of approach lie open, as before, to the office-seeker, to the enjoyer, or would-be enjoyer, of special privileges, and to the controller of a certain number of labor votes. There is only one way, apparently, to escape these leeches, and that is by putting the management in the hands of an independent commission, with the further check of making the road amenable to the Board of Railway Commissioners for Canada, as is every privately-owned railway. The Intercolonial is serving a real purpose to Canadian shippers as a regulator of rates, but this service could be

given equally well without the public being subjected to the heavy annual drains caused by inefficient management. The railway suffers from the incapacity of many of its officials. It is more than whispered that many employees show favoritism as a return for political support. Nor is the requisite energy put into the work of higher officials in the matter of getting business for the road. We are told that the Intercolonial does not get a fair share of the immigrant business. But why? Men are paid just for this purpose. It is the work of freight and traffic managers to develop business. If they are not doing so, the management must be independent enough of political or other influences to put men in their places who will get it. The railway must be run without a deficit.

Another Misrepresentation Exposed.

ATTENTION is called to a letter from Mr. T. L. Moffat, which appears elsewhere in this issue of INDUSTRIAL CANADA. It exposes another of the misstatements which have formed the texture of the *Star's* anti-combine articles. To prove its assertion that Toronto was the dearest place on the continent to live in, it stated in positive terms that stoves were considerably higher in Toronto than in Buffalo. Mr. Moffat proves absolutely, by facts and figures, that the statement is false; that, on the contrary for similar stoves, the price in Toronto is 10 per cent. less than in Buffalo. The juggling with facts in the case of stoves, together with the misrepresentations about the wood-ware and watch case industries, shows the absolute lack of reliability of the articles. The *Star* has lashed itself into a fury because the public refuse to get excited over its revelations. It cannot understand the apathy of the people's representatives at Ottawa in the face of its exposures. Members of Parliament are pretty close to the people, and they represent the people accurately in their attitude towards this campaign. It has not had the true ring of sincerity or truth.

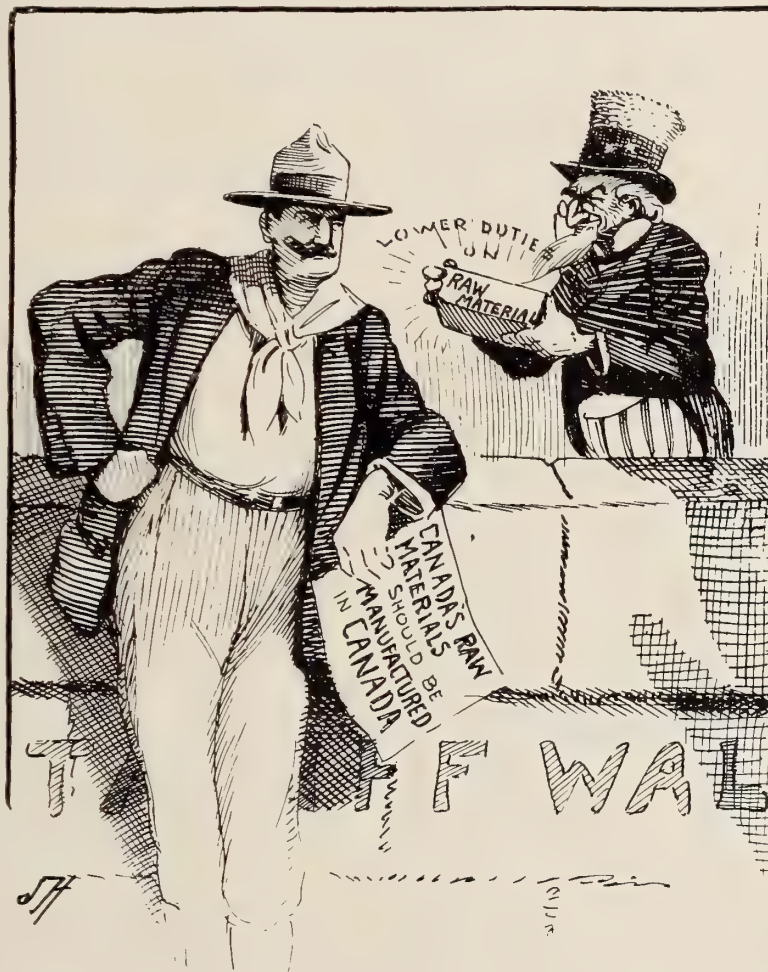
The West Wants Factories.

M R. E. N. HOPKINS, President of the Saskatchewan Grain Growers' Association, recently drew attention to the apparent tendency of Canadian manufacturers to hold back while United States firms were establishing branches of their industries throughout the West. He pointed to the way in which farmers and speculators from across the line had gone in at an earlier stage of the West's development and had secured control of large tracts of the most desirable land, and he prophesied that the earlier experience would be repeated in the case of manufactures.

"The West," he said, "would no longer consent to be hewers of wood and drawers of water for the East." The note of warning thus sounded is worthy of every consideration. It is noticeable and possibly ominous that Mr. Hopkins' remarks were uttered on the occasion of the opening of the new thousand-barrel flour mill at Moose Jaw, a mill which is itself a branch of a Minnesota concern. The West is naturally impatient for the establishment of manufactures. Their importance for the general prosperity is universally recognized. Yet the erection of a factory in the West is a business proposition and must be looked at from that standpoint. Against the advantages resultant from proximity to the market, closer connection with the consuming public, and a greater speed and facility in deliveries, must

be set the frequent difficulty in getting raw material and the cost of its transportation, the scarcity of skilled labor and the economy which comes from concentrating all the business in one plant. However, these latter advantages are being rapidly discounted by the energy and resourcefulness of United States capital in exploiting the Western field. Canada is ignorant of the immensity of its own Western acres, nor are Easterners aware that the great future which they themselves have been predicting for the West has already arrived. In 1901 the three

A Gold Brick



Jack Canuck: "No, Samuel, that doesn't look good to me."

Prairie Provinces had a population of 419,000, in 1906 of 805,000, and to-day well over a million. Who shall say what it will be one year, two years, ten years hence? A personal study of the field is advisable. Conditions are changing rapidly, and the data upon which a decision was formed two years ago in reference to the West may have no strength now. The big fact is that the population, the consuming public, is increasing at a phenomenal rate, new citizens are going into a country where new supplies throughout must be bought. The settlers are producers, they are home-builders. Their homes must be furnished, and they themselves must be clothed and equipped. Who is to do it?

An Imaginary Analogy.

THE *Globe*, in its issue of March 17th, devotes considerable editorial space to the ever-green controversy over protection. To show that there is nothing narrow or provincial in its outlook, on one and the same page it glances at the tariff reform agitation in England, discusses tariff revision in the United States and takes a synoptic survey of protection in general, using as its text the recent demand of the bottle makers' union that legislation be passed forbidding the refilling of bottles. As *The Globe* rightly says, the demand of the bottle makers' union was made not because it was unsanitary to use bottles a second time, but because the breaking of bottles after they were once used would mean increased work for the glass blowers. From this beginning is built up a fanciful analogy between the demands of the glass blowers and those of protectionists. Surely *The Globe* is going far afield in its effort to make out a case against Canadian manufacturers. The glass blowers would provide work for themselves by destroying property which was actually in demand and which would have to be reproduced. Protectionists would provide work for the people by compelling the manufacture, within the country, of goods which would under any circumstances be used but which without protection would be made elsewhere. There is a pretty important difference. Under the suggestion of the glass blowers, if a bottle cost five cents every individual use of a bottle would entail the expenditure of that amount. The protectionist would say: "You are now paying a foreigner five cents for a bottle. Let us fix the tariff so that you will pay that five cents to a Canadian." Who loses by such a proposition? The consumer buys the same quantity at the same price. In the one case the payment goes to enrich a foreign country, in the other it goes to build up home industry. The general prosperity and well-being of the citizens of the United States under a policy of protection is ample indication of the benefits of home manufactures.

An Objectionable Condition.

THE new Insurance Bill, as it now stands, would prevent the New England Mutual Fire Insurance Companies from doing business in Canada. This would be a distinct loss to Canadian manufacturers. The New England Mutuals provide an insurance which has no real

competition in this country. Only gilt-edged risks are touched, and on these rates are given which are not even approached by Canadian companies. Manufacturers secure these low rates by the expenditure of considerable money in making their buildings as far as possible fire-proof and by installing sprinkler systems, etc. If the only companies which make due allowance for these conditions are debarred from doing business here, such expenditures will be in vain as far as securing lower insurance rates is concerned. The principle is not good. The New England Mutuals have proven by half a century of service to be perfectly safe. They give tangible encouragement to manufacturers to improve their risks, to eliminate the fire hazard. At the present time the annual fire loss in Canada is enormous. There is nothing to show for it. It is an absolute waste. How to curtail this waste has been one of the big problems of recent years, both here and in the United States. Manufacturers, who are the chief offenders and the chief sufferers, have been urged and implored to minimize the loss, to build fire-proof buildings and to equip them with fire-resisting appliances. Many have done so, on the understanding that the additional capital expenditure would be compensated for by annual savings in insurance premiums. This would prove to be a delusion, if the new Bill goes through as it is now constituted. Nor would we find other manufacturers improving their buildings, if they knew that no reduction in premiums would follow. The argument in favor of reserving the field for Canadian companies has little force, as insurance companies are non-productive and do little to increase the prosperity of the country. Moreover, inasmuch as the New England companies are mutual, they are Canadian to the extent to which they operate in Canada. Every insurer is a member of the companies and derives a profit, in the form of a refund, on the business done. What is of infinitely more importance is the encouragement of manufacturers and others to take every precaution to minimize the fire waste. The New England Mutuals have been the cause of excellent improvements in every building upon which they have placed insurance. To prevent them doing business here would not be in the public interest.

A Convert to Tariff Reform.

THE *Scotsman*, Edinburgh, Scotland, was formerly a staunch free-trade journal. It has been converted, however, to tariff reform. Ample reasons for its change are shown in a cartoon which appeared in a recent number. The cartoonist seizes the popular excitement aroused over the play which is now appearing throughout England, entitled, "An Englishman's Home." This, also, is the title of the cartoon. It shows an Englishman in his home, surrounded by articles of foreign manufacture: Austrian furniture, French wall paper, German plate, Swiss curtains, Argentine beef, Danish bacon, and so forth, covering everything from the decorations to the food on his table. He is looking out the window, where a procession is passing, carrying an "unemployed" banner. Here, at last, he finds something made in England. Cheapness of products

is of little avail when the cheapness is secured by taking from the people the ability to pay anything. To a penniless, hungry man it is a poor argument to say that his well-fed fellow somewhere else has to pay more for his breakfast than he.

The New United States Tariff.

THE new United States tariff has been submitted to Congress. As its sponsor, Senator Payne, said in introducing it, it is based on the principle from which there is no dissentient voice in either party, that of protection. Some schedules have been raised and some lowered; the bill contains maximum and minimum scales. But the big, broad principle runs through it all, that the minimum tariff on any line of manufacture shall be equivalent to the difference between the cost of manufacture at home and abroad, with a little added in the interest of safety. Provision is made for the admission of raw material free of duty. Reciprocity in coal is offered and the lumber duty is cut in two. In a word, the United States would be the workshop of the world. They are ready to admit our iron ore free in order that they may sell it back to us later in the form of high-priced complex machinery. They would admit our pulp-wood free and sell it back to us as paper at many times its original value. And so on down the line. Their

tariff has been framed with the one object in view of supporting the industries of their own country. They wish to pay millers to grind their own and their neighbors' wheat. They wish to pay smelters and machinists to work up their own and their neighbor's products of the mine into highly specialized articles of steel. They wish to pay skilled labor in every department of industrial life to take the crude products of other countries and finish them. Foreigners may drudge and hew and carry and get the wages of their menial toil. The high-priced labor must be theirs. And they are

right. By this policy they are building up a nation of people who have wherewith to live in comfort. There is no pauperism in the United States such as is to be found, for instance, in England. But there is no reason for us deceiving ourselves about the purpose and meaning of the bill. The tariff is made for the United States; its schedules were drawn up with the one object in view, of conserving the interests of the United States. As a consequence there is little chance of Canada selling a dollar's worth more of manufactured goods than under the old tariff. The minimum scale

on manufactures is still considerably above our maximum. So that there is little really to interest us in the discussion. If it will pay the United States to buy our unmanufactured lumber or pulp-wood or wheat, and turn them into furniture or paper or flour, to no less extent would it pay us to carry on these operations for ourselves. We should be ready to learn from the experience of others.

Quebec's Compensation Bill.

QUEBEC is wrestling with a Workmen's Compensation for Injuries Bill. Legislation along this line is now general among industrial nations. Practically all the countries of Europe have measures more or less drastic, and in Canada a majority of the Provinces are similarly provided. The effect of such paternal legislation is still in doubt, al-

though it is admitted that much unnecessary suffering has been obviated through its offices. Statistics show that under compensation laws, whereby workmen are assured of a certain income during incapacitation, malingering has grown rampant. There has been, too, a noticeable increase in petty injuries. In fact, accident insurance companies have more than doubled their rates in England since the first Compensation Act went into force. The British Act has had another regrettable effect in that it has made it more than ever difficult for older men to find employment.

Finishing the Last of His Domestics



Uncle Sam: "I've got to swear off now unless I can import 'em from Canady."

The cost of insurance on such men is naturally higher and employers prefer the young men, who are less liable to accident. How its cost is affecting industry and the cost of production has not yet been shown.

Liability Must Be Defined.

HOWEVER, the principle of professional risk, according to which an industry, through the employer, is responsible for the injuries caused by its activities, is now generally accepted. An injured workman and those dependent on him must live. Some income must be provided for him during his incapacitation. In very many cases he has no money laid by, and even if he had it is undesirable that that which has been saved for old age should be used up on account of an accident. A measure which establishes definitely the liability of both parties, without the employment of legal advisers and the piling up of big law costs, works a real benefit to employer and employee alike. In Quebec the lack of such a measure has frequently resulted in the awarding of preposterous damages through the sympathy of a well-disposed jury. So long as accident claims are tried under the common law the employer is at sea as to his responsibility.

Provisions of Bill.

THE Quebec Bill is based on the report of a Commission which has been investigating the subject for two years. Briefly summarizing its provisions, it accepts the theory that a workman who is injured in the course of his labor, unless he is wilfully responsible, shall receive compensation. In case of death his dependents will receive four times his average yearly wage, with a minimum and maximum of \$1,000 and \$2,000. For absolute and permanent disability he will receive an income of 50 per cent. of his year's wages. For partial and permanent incapacity he will receive 50 per cent. of reduction in wages caused by accident. For temporary incapacity he will receive 50 per cent. of wages after the seventh day. Compensation is in all cases inalienable and exempt from seizure. Compulsory insurance is not mentioned, but where an insurance company or mutual benefit society carries the risk, the employer is liable in the case of the failure of the company. Other provisions govern appeals, revision of compensation, etc. It is proposed to make the Bill effective on Jan. 1st, 1910.

Exportation of Gas Stopped.

FOR the past year INDUSTRIAL CANADA has been agitating to have the exportation of natural gas from the Niagara field prohibited. It is satisfactory to know that this has now been done. Acting under the provisions of the Electricity and Fluid Exportation Act, the Federal Government has passed an Order-in-Council, effective April 1st, 1909, stopping such exportation. Canadian industries will benefit by this decision.

The Efficiency of Our Trade Commissioner System.

MR. ALEX. SAUNDERS raised an interesting point in a recent issue of INDUSTRIAL CANADA. He suggests the advisability of changing our system of trade commissioners, and instituting instead a trade service, whereby special men would be sent out on particular missions, and, having performed the specific service required of them, would come home and be directly available for consultation and advice. No country seems to be exempt from its critics who fear that the foreign commerce of the nation is on the verge of ruin. Two years ago a special parliamentary committee was appointed by the British House of Commons, to investigate and make recommendations regarding the development of export markets. The chief question before them was whether or not it would be advisable to have a special trade officer attached to all diplomatic offices. The committee came to the conclusion that it would be more effective and less expensive to send out from London representatives as occasion might arise, to study particular markets. Thus, if it was desirable to find out the probable market for vehicles in Spain, a man familiar with the possibilities and requirements of this industry would be sent to go over the field and bring back a report. Probably the strongest argument in favor of this system rather than that of permanent commissioners was that the envoys would be in close touch with British manufacturers. Moreover, their work would be concentrated; that is to say, they would be pursuing just one line of investigation and would so be in a position to present an adequate report in a short time.

The Value of Special Inquiries.

WHETHER or not such a system would be practicable for Canada is open to question. We are much farther from our foreign markets than Great Britain is from the countries to which she would send special representatives. Indeed, it might be pointed out that Mr. Richard Grigg has been appointed as a resident trade agent of the Imperial Government in Canada. Yet the great benefit which was derived from the presence here, a few months ago, of Mr. D. H. Ross, one of our trade representatives in Australia, gives point to Mr. Saunders' suggestion, for certainly manufacturers were able to get far more out of personal interviews with him than they could ever have got from reading general reports, no matter how excellent they might be. Arguing from the latter case, it might be said fairly, that if a man were sent, for example, to Brazil, to investigate the market for agricultural implements, on his return he would be of greater value to manufacturers of the same than a commissioner permanently resident there. The question is at least worthy of every consideration, especially as the Department of Trade and Commerce has invited suggestions for improving the service.

Mr. J. F. Ellis.
(The Barber & Ellis Co.)
Chairman, Special Bill-of-Lading Committee.

AN EXPERIMENT IN TECHNICAL EDUCATION

Nova Scotia Establishes a School at Sydney

WITH a thoroughness which is in every way admirable, the Province of Nova Scotia has grappled with the problem of training her citizens into efficient units of the industrial army. The men who are responsible for the welfare and prosperity of that province have decided that the one and only way to ensure that welfare and prosperity is by making her artisans more capable than elsewhere. Efficiency is their slogan.

The school at Sydney, some departments of which are illustrated herewith, is the result of Nova Scotia's decision. It is proposed to give an industrial training, with special reference to the industries of the locality. Thus iron and steel making will be studied extensively. Electricity, which is the operating factor in so many industries, and which in its wireless phase is so closely associated with Nova Scotia, will be investigated. With these will go woodworking and the more academic though absolutely essential courses in mathematics, drawing, chemistry, designing, etc.

The whole work is under the charge of Prof. Sexton, whose address on technical education at the Association convention last year will be remembered by many manufacturers. Mr. P. W. Macdonald is secretary of the Sydney school.

The drawing department gives courses ranging from the most elementary work, that of the use of instruments, to the drawing of machine parts. The intermediate stages give the

students an idea of the qualities of cylinders, cones, etc. The really valuable feature of the course is the familiarity it gives the students with drawings and blue-prints, so that they can read them expeditiously and accurately.

Arithmetic and English have important places on the curriculum. The authorities recognize that a practical education is one that equips a boy best for his work in life, and without these subjects a boy is indeed poorly equipped.

In the laboratory are held classes in chemistry, showing the actual chemical actions that go on in the manufacture of coke, iron, steel, sulphuric acid, sulphate of ammonia, etc. These studies introduce the students into the life of the industrial activities that surround them.

Down in the basement is the electrical laboratory, which is, of course, the most spectacular spot. Here are no less than six dynamos and motors. First comes a motor-generator set—that is, a motor and a dynamo fastened to opposite ends of the same shaft and in the same base. The motor is five horse-power two-phase, and takes alternating current from the mains of the Cape Breton Electric Company, and drives the dynamo, which generates a "direct" current. This direct current drives a motor which, in its turn, drives, by means of a belt, an alternating current dynamo. The current from this dynamo drives an alternating current single-phase motor, which drives a direct-current dynamo. This



The Electrical Laboratory in Nova Scotia's Technical School.

set of machines allows of many combinations to illustrate various methods of working. Networks of wires, numerous switches, fuses, and starting-boxes meet the eye on every hand, in what seems to the uninitiated hopeless confusion. Quartered oak and mahogany boxes contain portable instruments for making all sorts of electrical measurements. Two long narrow boards, each equipped with several brass binding posts and a long, fine wire stretched over a graduated scale, are slide-wire bridges. These are used to measure the resistance offered by wires to the passage of a current of electricity. There are two pretty little model wireless telegraph stations, one equipped for sending and the other for receiving messages.

All through, the school gives promise of successfully carrying out the programme laid out for it. Its progress will be watched in all parts of Canada with the keenest interest.

CORRESPONDENCE

A PLEA FOR THE MADE-IN-CANADA IDEA.

AMHERST, N.S., March 19, 1909.

MR. G. M. MURRAY, Secretary Canadian Manufacturers' Association, Toronto, Ont.:

DEAR SIR,—The chief object aimed at by the Canadian Manufacturers Association is to foster the "Made-in-Canada" idea—to influence all whom we can to buy goods of our own manufacture rather than imported.

There are hundreds of thousands of people in our employ to whom it is of vital interest that they and their families should use the goods they and their fellow-workmen are producing, rather than buy products of foreign labor.

We suggest that, if the idea appeals to the Association, we at once enlist the active co-operation of every employee on the pay-rolls of Association members and others, drawing clearly to their attention the fact that in using goods made by themselves they are assuring steady work, promoting a better demand for their labor, and keeping in circulation among themselves millions in wages now going to their competitors in other lands.

If we and our employees can be enthused to the point of remembering at the counter and *insisting* on goods "made in Canada," and adhering to this as a set policy, with money in it for us, it would be no mean stimulus to our industries.

Our labor unions might well follow a similar course in sheer self-interest and with excellent results. It would probably enthuse him somewhat for the employee asking in Nova Scotia for any "Canadian" shoes to know that the very goods *he* is making (be they cloths, bathtubs, or stoves) are being called for by his co-workers in Montreal or Vancouver.

This could, in some degree, be accomplished if the Association would get out a large, creditable, artistic card in several colors, suggesting that our employees ask for and give the preference to the products of Canadian workmen. Have two or three placed conspicuously in every factory and workshop of Association members. This might be supplemented at intervals by short, pithy circulars, emanating from the central office, and distributed among the members for enclosure in pay envelopes.

It would take time to produce large results, but we submit that the industrial population of Canada would respond to a vigorous campaign along these lines.

Yours very truly,

HEWSON WOOLLEN MILLS, LIMITED,

(Sgd.)

E. E. HEWSON, Vice-President.



A View in the Drawing Room.

AN IMPROVEMENT IN SHIPPING CONDITIONS

By Mr. J. E. Walsh

Manager Transportation Department, C. M. A.

A Knowledge of Freight Rates and How they are Made is Necessary to the Shipper Now-a-Days. If Rates are Unreasonable they can be Changed through the Offices of the Railway Commission. What the Canadian Manufacturers' Association is Doing for its Members.

SOME time ago the stove manufacturers came to the conclusion that they were paying too high freight rates.

The case was laid before the Transportation Department of the C. M. A. After the facts of the complaint were explained and verified, the matter was gone into with the railway companies. As a result of the Department's action the stove manufacturers were saved \$30,000 a year in freight charges.

The specific instance is quoted to show what assistance the Association may be to its members. The stove case was one of classification. Stoves, according to the decree of the railways, were rated under a certain class, which called for the payment of a certain rate per hundred pounds. The railways were persuaded that their ratings were not sound, the classification was changed, and, as a consequence, the rate per hundred pounds was reduced.

Classification looms big on the transportation horizon. It is the all-important thing. A shipper does not pay a certain sum for the transportation of a certain article, if carried under class tariffs. His goods come under this or that or the other rating in the classification, and he pays according as the rating varies.

So that an increase or decrease in the charges for shipping are, for the most part, not brought about by the railways saying to the shipper, "You will pay hereafter so much more or so much less for your stoves, or furniture, or produce," but by them saying that "such and such goods which we have heretofore carried as fifth class freight will hereafter be classified as sixth or fourth class," as the case may be.

Freight Rates Are Legalized.

So it will be seen that classification is the vital principle in rate-making. Particularly is this the case when it is remembered that rates are not a contract and bargain between the transporter and shipper. The railway company does not go to Smith and say, "Smith, we'll charge you fifty cents a hundred pounds for carrying pumps from your factory to Hamilton," with the chance of coming back a week after and telling him that the rate isn't high enough, and thereafter it will be seventy-five cents. The railway company can't do so. The Railway Act forbids it.

Rates are not individual bargains. They belong to the public, and are binding as the law. Until a change from them has been accepted by the Railway Commission a railway company is prohibited by law from charging either more or less than the published tariff.

Now, since the rate is governed by the class, the importance of examining closely the classification becomes at once apparent. The case of the stove manufacturers has been cited. It shows where a change in classification saved one class of shippers \$30,000.

This case is not unique. It was proposed to increase the ratings on vehicles some months ago by raising the classification. Through the Canadian Manufacturers' Association a protest was lodged with the Board of Railway Commission-

ers. The case was argued out on its merits by correspondence, and the protest was allowed by the Commission. The saving in one detail of a single manufacturer's business has been worked out. The saving in the case of a single vehicle shipped from Winnipeg to Calgary was \$14.90.

Where the Department Comes In.

From this it will be seen how important the classification is. It must be watched. But how?

The Railway Act requires the publication in the Canada Gazette of all proposed advances in rates or classification. This is to give the public a chance to know what is under way, and to protest to the Railway Commission, if found unreasonable.

But how many shippers read the Canada Gazette? And of those who read it, how many understand the meaning of the proposed changes?

Here is where the Transportation Department of the Association finds its chief usefulness. It is the clearing house between railways and shippers.

An inoffensive notice appeared in the Gazette recently. It is doubtful if one of the two hundred members of the Association who were affected by it even saw it.

That notice meant an increase of 10 per cent. in the freight rates of many of those two hundred members.

Right here it should be mentioned, for it is exceedingly important, that it is not the business of the Commission to hunt up trouble. Certain rules are laid down for the filing of rates. If these are complied with, the rates will be approved in the absence of definite complaint on the part of interested shippers.

In the case cited the railways complied with the rules in announcing the intended change in the Canada Gazette. Failing a protest from one of the two hundred interested manufacturers, none of whom, as it developed, knew anything about the intended change, the new classification would have been approved and adopted. The rate would then have been law, and the railways could not if they wished grant the old lower rate.

Shippers Notified of Changes.

The Department, however, makes it its first and most important business to go over all proposed changes carefully, and to notify all whom the change will affect.

A letter was promptly sent to each of the two hundred manufacturers in the above case, explaining just how the change of classification would operate. A protest has been entered and will be considered by the Railway Commission.

This illustrates the real reason for the Department's existence. It has facilities for watching rulings and changes such as no individual shipper can possibly have. It is constantly in touch with the railways and the Commission. It, in a word, interprets the general notices of the transportation companies, picks out the clause or paragraph that is going to affect this or that particular shipper, and, getting away

from technical language, calls his attention to it in a way that will make him appreciate what the change is going to cost him.

How Freight Charges Are Increased.

Cost of transportation is changed in a number of ways:

- (a) By changing the classification.
- (b) By adding conditional clauses, such as owner's risk, for injuries through breakage, chafing, or weather.
- (c) By requiring goods to be crated or boxed.

The first of these has already been discussed. The second seriously affects the cost of transportation. The past two years has seen marked improvements in these respects, and the number of articles which have the owner's risk clause attached has been materially reduced. Carriers are now responsible for loss through negligence, which was not the case prior to August, 1907. The betterment of conditions has been the result of the Association's activities.

By requiring that certain goods, such as furniture, be boxed and crated, a very heavy burden is placed upon shippers, and so to them the cost of transportation is increased.

Minimum Weights for Carload Lots.

A proposition was submitted some time ago to increase the minimums in the Canadian classification to those of the

A case in point is that of a manufacturer of barrels in London. It was proposed to increase the rating on barrels in carload lots. The increase meant an actual increase in freight charges, figuring on the previous year's business, of \$6,800, on the Pacific coast trade alone. But it in reality meant more than that. It meant that the whole business would have had to be thrown up and handed over to United States manufacturers. The increase was successfully combatted.

The Need of Organization.

The necessity of having some strong machinery such as the Association provides, which can be brought into instant action, is constantly being proved. There is the case of interswitching. This problem affected a vast number of shippers, situated in practically every town in Canada into which two lines of railway enter.

Yet the trouble was in each case local. A protest by any one manufacturer would have been, and was, without effect, because a big principle was at stake, and the wrong to any individual could only be eradicated by attacking the whole trouble. No one man could do this.

Yet the order of the Board of Commissioners, which the manufacturers got through the Canadian Manufacturers' Association, stands as one of the most valuable decisions handed



Scene at Freight Sheds, Toronto.

United States official. This was opposed by the Transportation Committee, and nothing further has been heard of it. It worked out as follows: The Canadian classification has nearly 1,100 carload ratings, with minimums from 10,000 to 30,000 pounds. Were the proposed advances adopted it would mean that the minimums would be increased from 24,000 to 30,000 pounds on 315 items, and from 24,000 to 36,000 pounds on 281 items. In other instances the minimums would have been raised from 24,000 to 40,000 pounds, 20,000 to 30,000 pounds, 30,000 to 40,000 pounds, 30,000 to 36,000 pounds, and 20,000 to 36,000 pounds.

It is scarcely necessary to point out the reasons why the high minimums of the United States are impracticable here. There they have a market of eighty or ninety millions of people, with big distributing centres and big shippers. Under the circumstances it is no trick to make up a good-sized shipment to any particular centre. Here we have a sparse population scattered over an enormous extent of country. Sales in any one particular locality are necessarily limited. An increase in the minimums would, in many cases, absolutely kill carload traffic.

out by that body. It means an actual saving in dollars and cents of tens of thousands of dollars each year.

Manufacturers are familiar with the terms of the interswitching order. It was published and explained in a previous issue of INDUSTRIAL CANADA. The importance of it, however, cannot be overstated.

Changes Published in "Industrial Canada."

An exclusive service is being rendered to shippers by the publication in INDUSTRIAL CANADA monthly of all changes which have been filed by any railway in Canada during the preceding month. Like other features of the Association's activities, this is just as valuable as the members wish to make it. Many have received substantial benefits by watching these schedules and following up the changes indicated.

Ignorance of the law is of no avail, and the same holds true of freight rates. Shippers are supposed to know the rates under which they are doing business. Failure to know them or to know of intended changes will have no strength with the Railway Commission.

Therefore, it is recommended that the schedules as pub-

lished be scanned carefully, and where a rate affecting your business is shown, send to the railway in question for a copy of the tariff.

Claims Are Adjusted.

The Transportation Department lends its aid in the settlement of old claims which have been hanging fire for an unnecessarily long time. A claim for damages of any kind should be first taken up direct with the railways. The assumption is that the transportation companies are ready and anxious to deal with their customers fairly. The two parties who are most familiar with the situation are the carriers and the shippers or consignees. Hence it would entail a quite unnecessary amount of explanations and negotiations to have the work done through a third party.

When, however, for one reason or another a satisfactory settlement seems impossible, the case should be laid before the Transportation Department, when it will be taken up with the proper officials. Some excellent service has been rendered individual shippers in this way.

COMPARATIVE COST OF STOVES.

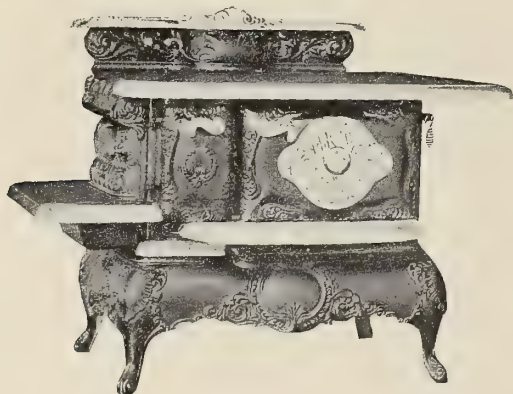
WESTON, ONT., March 12, 1909.

The Editor, INDUSTRIAL CANADA, Toronto:

DEAR SIR,—We notice in your March issue, under the heading of "A Misdirected Campaign," you refer to the misrepresentations of the *Toronto Star* in their anti-combine agitation.

As a sample of how much the *Star* knows about the stove business, we enclose a cut of our "Classic National" range. This range is also manufactured by Rathbone, Sard & Co., Albany, N.Y., and Aurora, Ill., under the name of the "Classic Acorn."

The wood patterns were made in Albany by the above company, and we purchased a set of castings about five years ago, from the same patterns, so that both stoves are practically alike in style, weight, and trimmings, the only difference



being that our firm have made the firebox and oven to conform with the requirements of the Canadian trade.

The present price of the Classic Acorn No. 6285, as shown on page 34 of Catalogue 77A, is \$32.80, two months, or 2 per cent. off thirty days. The present price of our Classic National, No. 8-19, as shown on page 38 of our catalogue No. 14, is \$29.25, three months, and 3 per cent. off thirty days. This shows a difference of \$3.55 in favor of the United States manufacturer; also that we Canadian manufacturers give our customers longer terms.

In addition to this, we can give you figures to show that the United States manufacturer can purchase his raw materials 10 per cent. cheaper than a Canadian stove manufacturer.

Now, we know very little about the newspaper business,

but even the *Star* must admit that our firm know something about stoves. We trust that the above letter will induce some other Canadian manufacturers to give evidence along similar definite lines.

Yours truly,

THE MOFFAT STOVE COMPANY, LIMITED,

Per T. L. MOFFAT, Secretary

THE BOILER INSPECTION AND INSURANCE COMPANY'S ANNUAL STATEMENT.

The statement of the financial condition and resources of the Boiler Inspection and Insurance Company of Canada, which appears on another page, indicates conclusively that that company is in a strong and prosperous condition and that the financial protection afforded by its policies is beyond question. The amount of cash on hand at the end of the year and the high character of its securities are two particularly noticeable features of the statement.

The proper investment of the funds of an insurance company in sound, marketable securities is a matter of so much importance to those seeking financial protection against loss by means of insurance that the list of securities owned by the Boiler Inspection and Insurance Company should be read with considerable satisfaction by those insured in or contemplating insuring in this company.

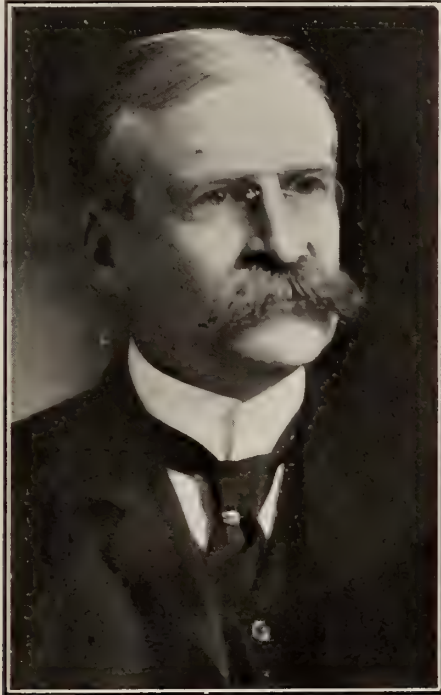
The company's only liability outside the reserve of unearned premiums was an unsettled personal injury claim, the amount of which was not ascertained till late in January, when, we are informed, it was at once paid. Its unearned premium reserve, a fund formed to ensure to the policy-holders the carrying to completion of the company's contracts with them, now stands at \$86,154.91, a sum nearly \$10,000 in excess of the figure at which it stood a year previous, and nearly \$24,000 in excess of the figure at which it stood on 31st December, 1906, clearly indicating a large and steady growth in this company's business.

The security afforded by this company's policies is considerably enhanced by the guarantee of the Hartford Steam Boiler Inspection and Insurance Company. This company has, for the express purpose of enabling the policy-holder of the Boiler Inspection and Insurance Company to expeditiously enforce the carrying out of the guarantee, should the necessity for such a contingency ever arise, deposited certain approved securities with the Dominion Government, and has taken out a license authorizing it to enter into a contract of guarantee with each individual policy-holder of the Boiler Inspection and Insurance Company. This places at the back of the policies of the Boiler Inspection and Insurance Company assets amounting to \$4,552,020.43, and surplus assets over all liabilities of \$2,493,575.37.

While the statement will naturally bring before the reader the financial protection that the Boiler Inspection and Insurance Company can afford the steam user against losses resulting from steam boiler explosion, it may not be amiss to point out that this protection is subsidiary to the protection afforded by its inspection services—services which its returns to the Dominion Government show have afforded to steam users in Canada throughout the last thirty-four years a degree of protection averaging about 4 1-2 per cent. of absolute immunity from explosion, a record which places this company in the foremost rank of mechanical experts. The company is now inspecting and caring for about two-thirds of all insured boilers in Canada, and its success may be attributed to its making a specialty of boiler inspection, devoting its whole time, all its attention, and its entire resources to the interests of the steam user.

Current Events Illustrated

MR. THOMAS SOUTHWORTH has been elected president of the Canadian Forestry Association, in succession to Mr. W. B. Snowball. Mr. Southworth will bring to his office a personal enthusiasm towards the objects of the



Mr. Thos. Southworth

Who was recently elected President of the Canadian Forestry Association.

association that presages much good work during the ensuing year. He has a real love for arboriculture. Not even the dull monotony of the civil service succeeded in repressing his natural inclinations, and the Superintendent of the Ontario Bureau of Colonization was in leisure hours an interested student of plant and tree life. His holidays are always spent in Algonquin Park, where his cottage is built in the midst of the primeval forest. Mr. Southworth has recently joined the ranks of the manufacturers, having allied himself, as secretary, with the King Radiator Company. It is satisfactory to know that his new business affiliations will not prevent him taking an active interest in forestry.

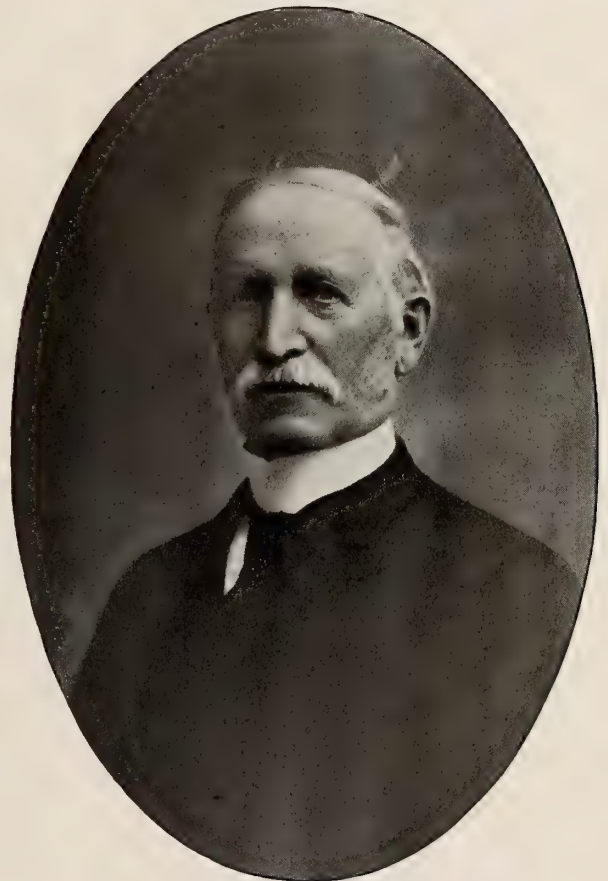
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RUDYARD KIPLING, with his customary picturesqueness, once said that Medicine Hat had all hell for its foundation. The casual reader would be inclined to think that that was a rather doubtful compliment—not just the thing, at any rate, upon which we would base our faith in future greatness. As a matter of fact, there was a point in the remark, and the Publicity Department of the Western city is using it very effectively in its campaign for industries. Medicine Hat seems to have almost an unlimited supply of natural gas stowed away somewhere in the interior of Mother Earth. Our illustration herewith shows the Bow Island Gas Well, the capacity of which is 7,500,000 cubic feet a day. That is estimated to represent 35,000 horse-power. In such abundance is the gas that it is cheaper to let the lamps burn

all day than to pay a man to go around and turn them off. Consequently manufacturers are supplied with power at a rate that cannot be beaten in the whole wide Dominion. All of which explains why the official letter-heads of the Medicine Hat Board of Trade carry in bold letters at the top Kipling's striking sentence.

* * * * *

SENATOR McMULLEN has made another unsuccessful attempt to free the Canadian industrial situation of the evil influence of foreign interference. His proposed amendment to the Lemieux Act, making it an offence for any foreigner to meddle in trade disputes in this country, was thrown out by the Senate, but not before the common sense of the proposal was driven home to a considerable part of the general public. The international feature of trades unionism is not conducive to good citizenship. It entails a connection, monetary and otherwise, with another country wherein the latter holds the preponderating position. Trade unionists take an active part in politics in the United States, and the fees of Canadian members go to supply the sinews of war. No Canadian, whatsoever be his position, has any right to interfere in United States politics or to contribute towards



Senator McMullen

Whose proposed amendment to the Lemieux Act, excluding foreigners from interfering in labor disputes, was rejected by the Senate.

the campaign of any political party there. Conversely, the interference of labor agitators from across the line in local disputes is intolerable. All their interests are centered in the United States, and it is easy to imagine conditions in which their advice would be based not at all on the situation as it existed here, but on the exigencies of their own private interests in their own country. Canadian workmen are intelligent enough to handle their own affairs. They should be independent enough to do so.

THE daylight saving bill, which is now before both the British and the Canadian Parliaments, is founded on the faith cure principle. On its first appearance in England it met with open derision. It was like the ostrich sticking his head in the sand and thinking that nobody could see him, only the object of this bill is to deceive oneself. Getting up in the morning is at best a difficult proposition. Yet it does seem ridiculous to sleep during three hours of sunlight in the morning and stay awake for a similar number of hours at night. Under the new system we will fool ourselves by turning the clock back an hour some time when we are not looking. We will continue to get up at the same time apparently, we'll catch the quarter to seven or eight or nine car as before, and will close our desks at five or six. But we will find that the sun does not go down till nine, instead of eight. That is no doubt a desirable condition. It is much to be desired that we should be able to prolong our open-air recreation. The great mass of people in a modern industrial country are confined to factories or offices during their working hours. Yet doctors are unanimous in the



The diagram above shows how the average man divides his day now—
—and the diagram below shows how he would gain an hour of sunlight under the Daylight Saving Bill.



Diagram Showing the Operation of the Daylight Saving Bill.

fact during the whole summer, and they would feel aggrieved. The bill, both here and in Great Britain, has not met with the opposition of conservative people that might be expected for such a measure.

* * * * *

MR. LOUIS SIMPSON, late of the Montreal Cotton Company, has turned his attention to electric smelting, and if the same success rewards his efforts as did his work in the cotton industry, Canadians may look forward to some vigorous development along this line during the next few years. Mr. Simpson is representing a European company, whose business is to install plants for smelting by electricity. The Canadian field should prove a fertile one for this purpose. In Ontario, particularly, there are great deposits of iron ore which are so situated as to be economically valueless so long as coal must be used for smelting them. Happily the country which contains the richest deposits of ore is likewise blessed with waterfalls of great power possibilities. The harnessing of these is just a matter of time. Someone has said that the progress of a country may be



Mr. Louis Simpson

Who has resigned the management of the Montreal Cotton Co. to represent a European company which is interested in the installation of electric smelters.

opinion that an open-air life, with plenty of sunlight, is most conducive to health. Certainly the opportunities for healthful enjoyment would be immensely increased, a condition which should operate in the direction of more efficient work during working hours. Many will argue that if you want to start work an hour earlier you should do so by opening the shops and offices at six instead of seven, or seven instead of eight, without changing all the clocks in the country. After all, if it is generally agreed that the extra hour of daylight after work in the afternoon is desirable, the method of securing it resolves itself into a question of expediency. We believe that by turning the clocks back the great mass of people, after the first two or three days, will never notice that they are rising earlier than before; whereas, if they rose an hour earlier by the clock, the hands would continually remind them of the



Natural Gas Well Shot in the Medicine Hat District. It has a Capacity of 7,500,000 Feet a Day.

judged by the prosperity of its iron industries. There is a good deal of truth in the remark. Practically no other natural product is worked up into articles of such great value nor with labor of such high skill as iron. The country which has a great iron industry has an army of well-paid workmen to make possible the development of all other branches of industry. So the work which Mr. Simpson has undertaken should have results extending beyond itself. Electric smelting is no longer in an experimental stage. That was passed some time ago, when billets were turned out at Sault Ste. Marie by Dr. Haanel at a commercially profitable cost. Since then the process has been carried on with success for three years in Sweden. Hence we may hope for the early establishment of plants in our midst.

* * * *

WE show herewith a picture of the first electric magnet crane to be used in Canada. It has been installed, within the past two weeks, in the Angus shops of the C.P.R., at Montreal. Magnet cranes indicate a further advance in the application of science to industrial activities. The crane is fitted with a large disc, magnetized, which by its magnetic influence picks up pieces of metal and carries them as an ordinary crane. In the illustration herewith given the crane is shown gathering up scrap metal and depositing it in a car for transfer elsewhere. For such operations its effectiveness will be readily recognized. If all this scrap stuff had to be bundled together and tied so that it could be handled by a hook, the work would be very slow and comparatively expensive. As it is, magnetism does the work cheaply and efficiently.

* * * *

IN the April issue of Canadian Magazine Mr. Goldwin Smith discussed labor and socialism. The eminent writer has always been sympathetic towards labor, seeing in its efforts a legitimate aspiration for a life that would be more liveable. He cannot, however, refrain from pointing out the work which the capitalist and land-owning classes have done in the interests of the common people. The last century, since before the passing of the Reform Bill in England, shows a steady increase in the sense of social responsibility in the higher classes. Many other advantages he sees, also, have come from the presence of capital.

His consideration of socialism leads him to discount its claims. His chief criticism of it is its impracticability.

"What," he asks, "is the organization of the regenerated community to be? How and by whom is it to be governed? Who is to make the laws? Who is to regulate industry? who is to distribute the parts and determine the remunerations of all workers? How, without private capital, can undertakings be set on foot? How without the prospect of private gain can private enterprise be called into play? Will there not have to be, besides a complete change of organization, a change of human nature almost as complete?" His questions are certainly pertinent.

* * * *

THE people of the Island of St. Vincent, B.W.I., are in sympathy with any movement for closer trade relations between Canada and the West Indies, according to a letter received by the Secretary of the Manufacturers Association recently.

Discussing the question, the editor of the *Sentry*, the principal paper published in that island, writes as follows:

"There is in this island, among all classes, a distinct friendly feeling towards Canada, and a desire for closer trade relations with your country.

"St. Vincent was represented at the recent conference at Barbadoes when the question of preference to Canadian products was discussed, and the Legislative Council has already recorded its willingness to co-operate with other West Indian Governments in whatever steps they may take to further the object in view.

"Our chief exports being sugar (Muscovado), molasses, arrowroot, cotton, and cocoa, these will probably be among the lines we

would like you to include in your preferential tariff, but I cannot say yet on what products the local Government would be prepared to grant you a preference over the United States.

"I send you a copy of the last issue of the *Sentry*, the leading local newspaper, with a brief article on the subject, expressive of this colony's willingness to promote closer trade relations with Canada."

Canada at the present time buys extensively from the West Indian Islands, but it is generally felt that the trade has not reached the proportions which might be expected. Visitors to the islands are invariably struck with the large amount of business offering and the small proportion which is being secured by Canada. The good-will of the people should help Canada materially.



Electric Magnet Crane.

ANOTHER VIEW OF LABOR UNIONISM.

By Mr. G. M. Murray

Secretary Canadian Manufacturers' Association, in "The Westminster."

Mr. Murray Discusses Trade Unionism from the Standpoint of the Employer.
Unions have Accomplished Much Good Work in the Past, but their Present Demands are Excessive.

MODERATION is a virtue all too seldom practised in discussing the problem of organized labor. The subject is one which naturally lends itself to emotional treatment, and, unfortunately, most people, in dealing with it, allow themselves to be carried away by their emotions to one extreme or the other.

If all the rash things that have been said on both sides had been left unsaid, and all the rash deeds done on both sides had been left undone, we would have been spared the anxieties of many a bitter struggle, and the physical sufferings and monetary losses resulting therefrom.

To form an unbiased opinion as to the merits of the organized labor movement it is necessary to mount to a level where we can overlook what this or that union did under certain circumstances. A ten cent piece may be held so close to the eye that it will obscure the sun. What we want to study is broad principles, not the deeds or statements of individuals.

No one can approach the subject calmly and dispassionately without recognizing the fact that in some respects organized labor has been a powerful influence for good. It has been instrumental in securing a betterment of workshop conditions. It has always been on the firing line in the campaign against child labor. It has promoted feelings of mutual confidence and sympathy among working classes, thus opening the door to immense possibilities in the way of elevating their social, intellectual, and moral status. By collective bargaining, also, it has done much to give the workingman shorter hours and higher wages.

Parenthetically it may be remarked that organized labor cannot take unto itself all the credit for what has been done in these directions. Some of the finest factories in Canada to-day—factories where thrifty operatives work under ideal conditions and at the very highest rates of wages—have never known a union.

The Agitation for Shorter Hours.

But there is reason in all things, and the agitation for shorter hours and higher wages should hold itself within bounds. Where the hours or the conditions of employment are such that the health of the worker is endangered, the unions are justified in demanding relief. Further, they are to be commended in asking for a working day that will leave the individual some time for recreation and self-improvement. But how far do they propose to go? In many European industries they are still struggling to get it down as low as

the ten-hour basis. In America the cry is all for an eight-hour day. In Australia the eight-hour day is so old a story that workmen are now seriously considering calling for a six-hour day. Where do the unions intend to draw the line? In some kinds of employment it is possible to go much further than in others. The stone mason, for example, can always have shorter hours than the factory hand, simply because you cannot import buildings, whereas you can import factory-made goods. When the cost of production of a given article in Canada, by reason of shorter hours, begins to exceed the cost of production of the same article abroad, plus freight and duty, that article ceases to be made here, and those who found employment in its manufacture are thrown out of work. Organized labor cannot afford to shut its eyes to this side of the question, for there is such a thing as killing the goose that lays the golden egg.

Another of the principles to which unionism nails its faith is that of the minimum wage. Sympathize as we may with the unfortunate workingman who is not receiving a "decent living wage," we cannot get away from the fact that to set an arbitrary minimum as the price of a day's work is an economic fallacy. Labor is a commodity which the workingman offers for sale, just as the farmer offers his wheat. The price it brings is regulated by conditions of supply and demand. What would we think of the farmer if he sought legislation declaring that under

no circumstances should buyers of wheat offer him less than 75 cents a bushel? The only point of difference between him and the workingman who asks for a minimum wage is that the labor which the workingman offers for sale is a perishable commodity, hence all the more reason for selling at whatever price it will bring.

Restriction of Output.

Restriction of output is another slogan of unionism. Theoretically it appeals to one as a commendable effort to regulate our industrial institutions so as to prevent the accumulation of surplus stocks, which invariably results in men being thrown out of work till these stocks are disposed of. In practice, however, this principle resolves itself into a time-killing system to make the job last instead of getting it done. The capacity of the least competent man in a shop becomes the standard for all the hands in that shop, and the expert who can turn out double the quantity of work if he so desires is warned to hold himself in check and to accept lower wages than he might otherwise earn, lest fellow-workers of inferior



Before the Furnace

At Church

Types of Workmen

—From the Literary Digest.

ability be dismissed and a higher standard established. Unionism may point to this with pride as an evidence of the spirit of sacrifice pervading the order. But unionism cannot thrive upon, nor will society approve of, sacrifices which inculcate habits of deceit and slothfulness.

Closely related to both the preceding planks of organized labor's platform is its "limitation of apprentices." While openly professing itself friendly to the cause of technical education as a means of raising the status of the working classes, and placing within reach of their attainment the highest positions in the gift of our industries, strangely enough it qualifies its attitude (not, of course, in words, but in practice) by a stipulation that this education shall be for the exclusive benefit of its members and such recruits as it may admit to its ranks from time to time. For the only means of acquiring a practical trade education in Canada, at least, is through apprenticeship, and by limiting the number of apprentices in any shop to one for every six, seven, or eight journeymen, as the case may be, organized labor seeks to close the door to that multitude of young men and young women workers for their daily bread who owe it no allegiance. Even the loyal member of a union who desires his sons to follow his own trade may not teach them that trade if the union so decides. And why? Because indiscriminate education in the trades would, it is thought, increase the number of skilled workers and thus tend to reduce wages. Apart altogether from the fact that economically this is unsound doctrine (for in a young and growing country like ours many an industry has fallen far short of its natural development owing to the scarcity of skilled help), it is found wanting when tested by the touchstone of Christianity, and those who practise such selfishness can scarcely hope for public sympathy.

The Evil of the Closed Shop.

Of the closed shop it is necessary to say but little. Of all the principles adhered to by organized labor it is perhaps the most untenable. It is very proper for an organization that is doing good, legitimate work to endeavor by lawful means to enlist the sympathy and support of those who it is directly benefiting, but to say to the ones who cannot subscribe to all its doctrine that they must throw up their jobs, and to coerce the employer into dismissing such employees from his service, is a violation of the fundamental principle that the workman has the right to sell his labor to whomsoever he pleases, wheresoever he pleases, and under whatsoever conditions he pleases. A clergyman might, with equal reason, demand of a member of his congregation that he give employment in his factory to none but Presbyterians or Methodists. Courts everywhere have declared that agreements of this kind entered into by a union with an employer are invalid.

No one will venture to dispute the right of organized labor to strike whenever and wherever it pleases. The union may not be averse to overlooking the inherent rights of the individual on some occasions and under some circumstances, but when it comes to a strike it sets itself up as the champion of individual liberty. And it is right, for it is the privilege of any man, or any set of men, who are not satisfied with the conditions under which they are required to work to quit that employment (provided they are not under contract) and to take employment elsewhere. But there is a vast difference between men quitting their jobs to accept other work and trying to prevent a new lot of men from filling the jobs they have just quit. In business the man who tries to persuade others not to sell some party the materials he requires is guilty of conspiracy and is punishable under the law. In what way are workmen selling labor any different from business men selling commodities? But this leads rather to the methods of organized labor, a subject which it is not the purpose of this short article to discuss.

Unionism undoubtedly is a good thing, in some ways, but, like strychnine, it must be taken in small doses.

NOVEL USE OF PULP.

Particulars regarding the manufacture of a new product which is to take the place of wood in the manufacture of small boxes have just been received at this office. The material is called wood pulp board, and is made in thicknesses from one-quarter inch upwards. It can be cleated and nailed just as ordinary wooden boards are, and our correspondent informs us that in the United States, where the manufacture of it has been taken up, it bids fair to revolutionize the box-making industry. Among other qualities he claims that it is superior to wood, because it is absolutely free from odor. It is also lighter in weight.

Our correspondent is anxious to interest Canadian capital in an undertaking to manufacture it in Canada, and states that he is competent to look after the erection, equipment, and operation of a first-class plant. He is at present engaged in a similar capacity with a United States concern manufacturing the material. Further particulars and samples of this new material, which promises to make a fresh drain on our wood pulp forests, may be had at the office.

MACHINERY EXHIBITION.

In two states of Brazil, namely, Para and Amazonas, there is practically no agricultural machinery in use. An association has been recently organized—the *Syndicato Industrial Agricola Paraense*—the object of which is to introduce modern methods into the agricultural industry of the country. Towards this end a permanent exhibit of machinery will be opened on June 22, 1909, by which it is hoped that much good will be done. The *Syndicato* will send the machinery to various parts of the provinces and demonstrate practically its uses. Towards this end it is asking for contributions of machinery, which will remain in the possession of the association, and which will be exhibited, with full description, name of maker, price, etc. Further information may be had from the *Syndicato Industrial Agricola Paraense*, No. 13 Rua de Maio, Para, Brazil.

POSITION WANTED.

An energetic, practical young man, with fourteen years' first-class experience in a large wholesale and manufacturing business, is open for engagement as office manager, credit man, or in other responsible executive position. Good correspondent, thoroughly familiar with modern office methods, and capable of handling work systematically. Is at present employed as head office man, but desires a change. Apply A. B., care INDUSTRIAL CANADA.

DEATH OF MR. HAGAR.

Mr. John T. Hagar, of J. & T. Bell, manufacturers of boots and shoes, Montreal, died in that city on March 6, after a short illness.

Mr. Hagar was one of the best-known men in the Canadian boot and shoe trade, and was proprietor of the old established firm of J. & T. Bell. He was an active member of the Canadian Manufacturers' Association, serving on the Montreal Executive from 1900 to 1904 and again in 1905-'06. He was also one of the first members of the old Montreal Manufacturers' Association before its amalgamation with the C. M. A.

Mr. Hagar was 61 years of age.

PROPOSED FIRE INSURANCE LEGISLATION

By Mr. B. L. Anderson

Assistant Manager Insurance Department Canadian Manufacturers' Association.

One Clause in the New Insurance Bill Would Prevent Manufacturers from Insuring in the New England Mutuels. Opposition Before Parliamentary Committee.

A FEW days ago the Insurance Department of the Canadian Manufacturers Association received a copy of the new insurance bill which is now before Parliament. The Department immediately advised every member of the Association what the proposed clause was, and the effect it would have, requesting information with regard to any insurance carried with companies not registered in Canada, in order that we might have all possible information in dealing with the question. Those manufacturers who were insured with the New England Mutuels responded immediately, and a few others.

It would be a very interesting subject to deal with the reason why the New England Mutuels will not take out a license in Canada. Suffice it to say in this article that the New England Mutuels are a mutual association of manufacturers in the United States, who have built up a wonderful organization of fire prevention, thereby making the cost of insurance a trifle. They carry on business in the states in which they are organized only—Massachusetts and Rhode Island. If the gentlemen who are at the head of these companies, who have operated successfully for nearly eighty years, will not extend their business to the various states in the Union, much less would they consider extending it to a foreign country, to manufacturers in whom they have no particular interest nor desire to help, and also from the fact that only about 5 per cent. of their total insurance is within the Dominion of Canada. When it was learned that the New England Mutuels would not take out a license in Canada, a meeting was called of those whom it was known were insured with the New England Mutuels, both in Montreal and Toronto, on Monday, the 29th of March, and as many manufacturers as could possibly go to Ottawa Monday night were urged to do so, it having been learned that the bill would be discussed before the Banking and Commerce Committee of the House of Commons on Tuesday, March 30. Messrs. A. E. Kemp, of the Kemp Manufacturing Company; T. A. Russell, of the Canada Cycle and Motor Company; C. N. Candee, of the Gutta Percha and Rubber Manufacturing Company, and W. K. George, of the Standard Silver Company, were appointed a committee from the Toronto delegation to express the views of the manufacturers before the committee.

Objections to New Bill.

Mr. Russell laid very forcibly before the committee the views held by himself and other manufacturers regarding the evil effect of the proposed clause of the bill, stating it would have the effect of shutting out a class of insurance which was not "made in Canada" in sufficient quantities to supply the demand. Mr. Russell also stated that when he was Secretary of the Canadian Manufacturers Association, and used to go to Ottawa to ask Mr. Fielding for protection on certain classes of Canadian manufactured goods, the first question Mr. Fielding asked was: "Were these goods made in Canada in sufficient quantities to supply the demand?" If he could not answer "Yes," then he got no protection. He argued that the same view should be held at the present time that the Canadian companies were showing more of a disposition to accept larger lines on the preferred class of business at rates more nearly approaching the rates of risks carried in the New England Mutuels; that, in his opinion, the Canadian companies were getting this class of business as fast as they

were able to handle it, giving them a reasonable time to build up an inspection service along the lines now given by the New England Mutuels; expressing himself emphatically that, all things being equal, his firm would always be ready to give the preference to Canadian companies. Mr. Russell's statement of the circumstances and conditions seemed both to the manufacturers and insurance men present to be very fair. Mr. Russell, in conclusion, suggested that a compromise be effected between the manufacturers and the insurance companies whereby the manufacturers would be allowed to continue to insure in outside companies, supplying the Government with information as to premiums paid and other information which the superintendent might require, on the condition that these companies with whom the insurance was placed would not solicit business in Canada. The manufacturers would be quite willing to submit to any regulations the Government might draft, but that they must necessarily have the freedom to insure where they could get the best protection from loss by fires, the best security, and the lowest rates.

Mr. Kemp's Position.

Mr. Kemp made a most vigorous protest against the methods adopted by the Underwriters' Association, showing that his company had been compelled, in self-defence, to go to the New England Mutuels. Mr. Kemp also brought the fact very clearly and forcibly before the committee that there were two things which Canada could not produce—one money and the other insurance—arguing that it would be just as unreasonable to say that any enterprise in Canada which wanted to borrow money from a foreign country must do so through the Canadian Bankers' Association as it was to say that any manufacturer who wanted to place a large amount of insurance must go to the Canadian Fire Underwriters' Association first. Mr. Kemp put himself squarely on record that the manufacturers did not desire protection on one hand and refuse to pay protective prices on the other; that it was not at all a question of paying a tax upon the premiums going out of this country, but it was simply a question of not being able to get the class and quantity of insurance required. Mr. Kemp said he would be willing to pay a tax if the Government desired such a revenue, but to pass such legislation as was proposed would have the effect of absolutely prohibiting a class of insurance not to be purchased in Canada.

Other facts were referred to by Mr. George and Mr. Rowley, of the E. B. Eddy Company.

The manufacturers feel that they have placed their case openly and fairly before the committee, and they ask nothing unreasonable, but only that they may be able to extend their factories from time to time as conditions of business require, at the same time keeping up to the high standard of protection which they have enjoyed heretofore; and, as far as the Canadian companies are able to compete for this class of business they will get it to the extent to which they are able to take care of it.

The public now having been heard upon the question, the whole subject has been referred to a sub-committee, who will deal with it in the usual course. We can only hope that the Government, in fairness to the whole situation, will not take such a drastic step as is proposed by the present bill, thereby crippling the expansion of our manufacturing industries.

TORONTO'S BIG ENGINE IN THE MAKING

THE city of Toronto is indulging in the luxury of a 15,000,000-gallon per day engine for her high-level pumping station. An engine that will pump fifteen million gallons a day is no toy. For one thing, it takes a year and a half to build it. For another, when it is built it weighs seven hundred tons. So that it means something to satisfy, even temporarily, Toronto's insatiable thirst.

The first sections of the big engine are shown in the illustration herewith. They appear in the background of the picture, which was taken for INDUSTRIAL CANADA in the shop of the John Inglis Company, the builders of the machine. Big as this part is, it is but a beginning of the finished article. It shows only one view of the pump end, on which will be erected additional parts of the engine, which will bring it up to double the height now shown. The framework of the upper section consists of the huge castings which are shown in the forefront of the illustration.

These castings are themselves fine examples of Canadian work. The frame is made up of two castings bolted together. These castings weigh 3 1-2 tons each, making the total weight of the frame seven tons.

Even the shafting, which requires the highest quality of steel, is now a product of Canadian mills. For similar work a few years ago engine manufacturers had to go to the United

States to get supplied. Such is no longer the case. The steel for the present job was turned out by the Nova Scotia Steel and Coal Company.

The waterworks department of a large city requires a big equipment. Toronto draws through the tunnel which has just been constructed under the bay about 30,000,000 gallons of water a day. Nor will the quantity be kept down to these figures for long. The increasing population and the greater requirements of householders and manufacturers make demands on the department which outrun the facilities for supply. At the present time, in addition to the big 15,000,000-gallon engine, which will be used in the high-level station for supplying the high-lying districts, an engine with a capacity of 6,000,000 gallons is under construction, and will soon be ready for the main pumping station.

Still further equipment will soon follow the admission of suburbs to city privileges. For instance, the water supply of West Toronto is notoriously inadequate. One of the first works of Greater Toronto will be the installation of a proper water supply system in that populous district. Other sections will expect similar treatment.

It is encouraging from a business standpoint to know that several Canadian cities are placing large orders for waterworks equipment.



Toronto's Big Engine, Showing 7-ton Castings in Foreground.

COMPARISON OF DIFFERENT WORKMEN'S COMPENSATION MEASURES.

	Quebec Bill, 1909.	Great Britain, 1906.	British Columbia, 1902.	Ontario (1897) Nova Scotia (1900) Manitoba (1901) New Brunswick ('05)	France, 1905.	Italy, 1898.	Denmark, 1898.
Temporary Incapacity.	After seventh day, 50% of average wages. Total not to exceed \$2,000.	TOTAL. 50% of average weekly earnings, not exceeding \$5. If incapacity lasts less than two weeks, no compensation for first week. If workman is under 21 years of age and earns less than \$5 per week, 100% of weekly earnings not exceeding \$2.50 shall be paid. PARTIAL. Difference between wages before and after accident.	TOTAL. After second week, 50% of average weekly earnings, not exceeding \$10, nor total amount of \$1,500. PARTIAL. Difference between wages before and after accident to be considered.	Determined by Court, Assessors or Arbitrators, but subject to maximum defined below.	50% of average wages from fifth day, but should injury last more than ten days, compensation to run from first day.	TOTAL. From sixth day, 50% of average wages. Maximum of 360 days. PARTIAL. From sixth day, 50% of difference between wages before and after accident.	60% of average wages. Maximum, 54 cents per day. Minimum, 27 cents per day.
Permanent Incapacity.	TOTAL Rent = 50% of yearly wages from day of accident. PARTIAL 50% of reduction in wages. Capital value not to exceed \$2,000.	If weekly payments run over six months, employer may settle by lump sum to purchase life annuity = 75% of annual value of weekly payment.	If weekly payments run over six months, employer may settle by lump sum to be agreed upon.	See Death.	TOTAL Annuity = 60% of salary. PARTIAL Annuity = 50% of difference between wages before and after accident.	Indemnity = six times salary and not less than \$579.	Indemnity = six times salary and not less than \$482 nor more than \$1,286.
Death.	\$25 for medical and funeral expenses. Sum = four times average yearly wages. Maximum, \$2,000. Minimum, \$1,000. Beneficiaries are widow, legitimate and acknowledged illegitimate children, ascendants and descendants dependent on victim.	If no dependents, \$50 for medical and funeral expenses. If any wholly dependent, 3 years' wages. Maximum, \$1,500. Minimum, \$750. If none wholly dependent, but some partially so, amount to be agreed upon or arbitrated.	If no dependents, \$100 for medical and funeral expenses. If any wholly dependent which ever is wages or greater \$1,000. Maximum, \$1,500. If none wholly dependent but some partially so, amount to be agreed upon or arbitrated.	Compensation not to exceed sum = estimated earnings during three years preceding accident of person in similar grade of employment. Except in Manitoba there is a maximum of \$1,500.	\$20 for medical and funeral expenses. ANNUITIES Widow, 20%. Children, according to number; maximum 40% if one parent alive; maximum 60% if orphans. If no other annuities, ascendants or descendants receive maximum of 30% according to number.	Indemnity = five times annual salary. Maximum, \$1,930.	Indemnity = four times annual salary. Maximum, \$858. Minimum, \$322.
Responsibility.	Employer not liable if accident due to wilful fault of victim. Court may increase compensation if accident due to inexcusable fault of employer, or reduce it if due to inexcusable fault of victim.	Serious and wilful misconduct of workman disallows compensation, unless injury results in death or serious and permanent disability.	Serious and wilful misconduct or serious neglect on part of victim disallows compensation.	Employer only liable when accident due to his negligence or through wrong instructions. If workman knows of defect in factory and does not report it, compensation is disallowed.	Same as Quebec Bill.	Wilful misconduct disallows compensation.	Same as British Columbia.
Administration of Compensation.	Annuities payable within one month. Rents payable quarterly except in case of temporary incapacity, when it is payable with other wages.	Compensation paid to County Court for distribution or investment.	Compensation may be invested as committee direct.				
Limit of Wages to be Reckoned.	If yearly wages exceed \$600, only $\frac{1}{4}$ of compensation for excess. Limit, \$1,000.				If yearly wages exceed \$480, only $\frac{1}{4}$ of compensation for excess.	Limit of \$400.	Limit of \$625.
Security.	Claim secured by privilege on moveable and immovable property of employer.	Claim is preferred to extent of \$500.	Claim is first charge upon employer.		Compensation for death or permanent disability is guaranteed by National Fund which is raised by taxation.		Claim is preferred.

COMPARISON OF DIFFERENT WORKMEN'S COMPENSATION MEASURES

(Continued)

	Quebec Bill, 1909.	Great Britain, 1906.	British Columbia, 1902.	Ontario (1897), Nova Scotia (1900), Manitoba (1901), New Brunswick ('05)	France, 1905.	Italy, 1898.	Denmark, 1898.
Accident Due to Third Party.	Recourse under common law, but amount so obtained to be deducted from compensation granted by this act.	Recourse under this law, but amount so obtained frees employer to that extent.	Workman can sue employer or third party but not both.		Same as in Quebec Bill.		
Entry of Actions.	Prescribed in one year.	Notice of injury before workman voluntarily leaves employment. Prescribed in six months.	Same as Great Britain.	Notice of injury within 12 weeks. Action in case of death prescribed in one year (Manitoba two years). Act on in other cases prescribed in six months.	Same as Quebec.	Same as Quebec.	
Local Limitations.	Foreign workman or his beneficiaries not entitled to compensation unless they reside in Canada at time of accident and continue to reside there.	Except in case of permanent incapacity workman forfeits right to weekly payments if he leaves country.			Similar provision to that of Quebec Bill.		

ADDITIONAL NOTES.

In Quebec Bill, Great Britain and British Columbia, the workman must submit to medical examination if employer so desires, at expense of latter.

As a general rule the compensation paid is unalienable and exempt from seizure.

The British law applies same compensation to industrial diseases.

In France the law applies to accidents caused by agricultural machinery propelled by inanimate motors. The Quebec Bill exempts agricultural accidents.

BOOKS AND CATALOGUES

NEW BOOKS.

Edwin C. Eckel, until recently in charge of the cement work on the United States Geological Survey, has written a book entitled, "The Portland Cement Industry from a Financial Standpoint," which ought to prove invaluable at once to the banker who is invited to aid in the flotation of cement securities and to the investor who is invited to buy them. As Mr. Eckel states in the preface, his book will have served its purpose if it aids either banker or investor to differentiate between securities offered against successful existing plants or sound projects, with reasonable prospects of success, and those issued against foolishly planned or fraudulently promoted propositions.

An interesting, though brief, historical sketch of cement making is given as an introduction to a more detailed discussion of the present situation of the industry. The elements which will be effective in the future in reducing the cost of production, increasing the market, or changing the conditions of manufacture are analyzed.

Most of the book, however, is devoted to the financial aspects of the case, the factors influencing the valuation of cement securities, the methods of organizing and floating companies, etc.

The book is published by Moody's Magazine, 35 Nassau Street, New York, at \$2 a copy.

CATALOGUES.

A catalogue on lockers has just been issued by the George B. Meadows, Toronto, Wire, Iron and Brass Works Company. It describes in detail the advantages of locker equipment, and illustrates the various kinds of lockers manufactured by this company.

Catalogues of lumber mill machinery have been received from P. Payette & Co., Penetanguishene, Ont. They include illustrated descriptions of lath and picket machines, gang-edgers and circulars, duplex frictional grip set works, and patent mill dogs. The catalogues should prove of great interest to users of this class of machinery.

To all manufacturers doing an export trade we would recommend the reading of a booklet recently issued by Oelrichs & Co., 5 Greenwich Street, New York, entitled "Aids to Shippers." The booklet will be sent free of charge to any address. It contains, in brief and succinct form, the chief facts connected with the handling of export business, with special reference to freight, insurance, and customs.

The Dodge Manufacturing Company, Toronto and Montreal, have issued a catalogue of chains and sprockets. The catalogue is exceptionally complete in these lines. It is printed on fine coated paper and is profusely illustrated. Users of power equipment will receive a copy on request. The cover and binding are durable, so that it can be preserved as a book of reference.

THE EXPERIENCE OF A PROTECTIONIST COUNTRY

Some Reflections on the Industrial Conditions of the United States as a Result of their Consistent Adherence to a System of Adequate Protection to Industry.

TARIFF revision in the United States compels attention to the wonderful progress and prosperity enjoyed by that country under a system of protection to industry. A press correspondent writes from Washington that the framers of the tariff believe that the United States have reached a point similar to that attained by Britain sixty years ago.

Advocates of protection or free trade will alike admit that the United States' economic condition now is the result of protection in the past. The all-pervading and essential principle of their industrial growth has been protection.

must be provided. Here is how employment was provided in the United States: Some years ago the United States imported all the pearl buttons they used. Made in the sweat-shops of Austria and other European countries, they sold in America for 50 cents a gross. A high protective tariff was put on. What was the result? Factory after factory sprang up in the Mississippi Valley, where shells abounded. Up to that time the shells were worthless. After that the valley and river became the source of great wealth. Eight million dollars are now invested in manufacturing plants, and the annual output is enormous. The cost of buttons to-day, under a



A Partial View of Shafting Department in Machine Shops of the Dodge Manufacturing Co., Toronto.

It is their adherence to this principle which has raised the industrially young and insignificant nation into a position of pre-eminence—a position which is the admiration of the world—and at the same time has set her so firmly in her position that she is approximating to the position of Britain sixty years ago, which, in turn, was attained by long and successful protection.

That statement is the crowning proof of the correctness of the protectionist's theory—that, by fostering industries at first, manufacturers will be able, when the market grows, to supply the demand as cheaply as, or more cheaply than, any foreign nation. The United States has amply protected her industries, with the result that to-day she is feeling the benefit in cheaper costs and lower prices.

The Right to Work.

The first duty of a state is to provide for its citizens the conditions under which they can make a living. Employment

system of protection, is 35 cents a gross, a reduction of practically a third. Those factories are supplying many people with work, while the people are getting the benefit of cheaper buttons.

In steel and iron manufactures protection in the past is accomplishing the same, or similar, results now. The United States is becoming independent of the world, while all the time workmen are receiving much higher wages than in the competing countries of Europe.

Why Immigrants Come.

The claim is sometimes made—it has been made persistently of late by one paper in Canada—that the higher wages mean nothing; that the cost of living is commensurately higher. But consider. In the last three years there came to the United States three and a half million people from Europe. And why? Because living conditions were better;

because wages were higher and went farther. This was in a protectionist country.

It cannot be that the great mass of the world's most civilized peoples are all wrong in their tariff policies. Yet what do we find? The United States, immensely rich, protects its industries up to the hilt; Germany, which is kept poor by her enormous military expenditures, is still a hive of industry, and is protectionist; France has adopted a protective tariff; Russia likewise; Australia and Canada have tariffs. Great Britain, alone of all the great countries of the world, clings to free trade. And Great Britain is no longer of one mind on the subject, nor are her millions of paupers a convincing commendation of her policy.

The Experience of Others.

Canada has many things to learn from the United States. The United States tariff, we are told, is based upon the hope of making the United States the workshop of the world. In other words, they intend to employ the workmen and make the goods for us to wear and to use. Canada, like the United States, has great manufacturing possibilities. Raw materials are plentiful, and natural and artificial transportation facilities place us in touch with the world. We should be a great industrial country. Shall we?

If we do not preserve an adequate tariff our manufactured goods will be made in foreign countries. Now, there is only a limited amount of manufactured goods consumed in Canada in a year. Our seven millions of people will use a certain number of stoves, a certain number of shoes, and so on. If these are made in the United States we will have an army of men out of employment in this country. Not a desirable condition surely.

What Factories Mean.

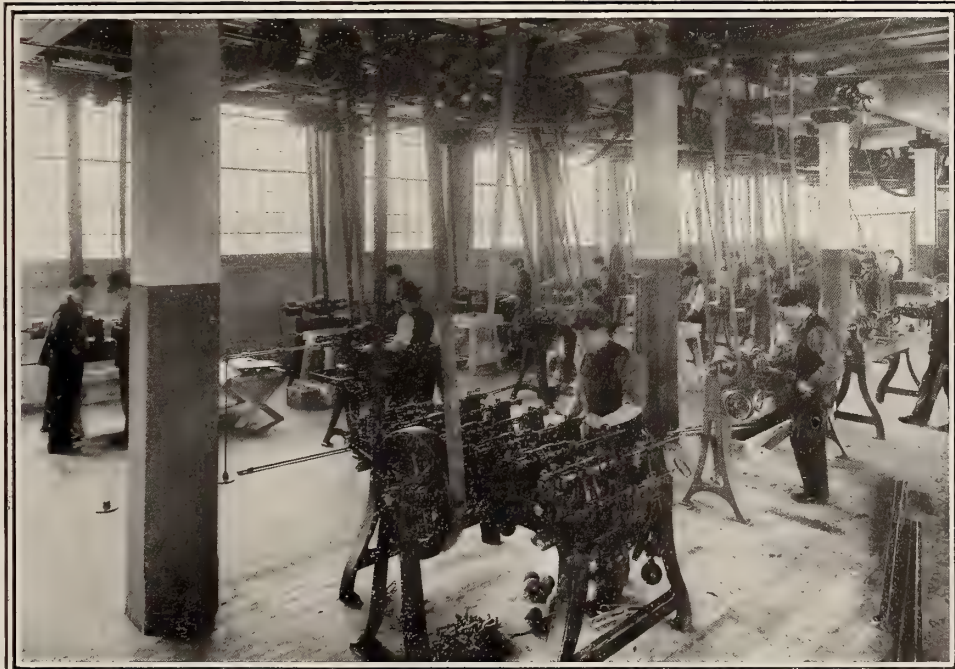
For factories with staffs of workmen are of benefit to a country. If not, why are municipalities bidding against each

other for new industries? Where is there a town in Canada which is not ready to assist financially or by special privileges manufacturers who will establish a plant in their midst? Welland, Hamilton, Peterborough, and dozens of others are seeking them. Why? Because they employ workmen and pay them wages, which circulate among storekeepers, farmers, and others, and make business good and property valuable. Because they make it possible, by the taxes they add to the town's revenues, for the citizens to have water and light systems and decent roads and buildings.

Compare the earning power of land around an industrial centre like Toronto, as indicated by its price to the intending buyer, with that of land far from such a settlement. Are manufacturing industries of value to a people? The farmer will give the answer.

NEW MACHINE SHOPS.

The Brown Machine Company, founders and machinists, New Glasgow, having found their shops too small for the amount of work offering, have reorganized their business and formed a limited liability company, with \$100,000 capital. Mr. J. A. Stairs, late of the Nova Scotia Steel and Coal Company, Limited, has entered the concern, and the company are now to erect larger and more suitable buildings at Trenton, N.S. These will consist of a foundry building of steel and concrete, 100x90 feet, and a building 250x90 feet for a machine and structural department, besides other buildings, such as office, warehouse, etc. The company has engaged principally in the manufacture of coal mining machinery, and has supplied bankhead equipments to most of the principal collieries in Nova Scotia. It is now intended to extend all the lines at present manufactured, and engage in the manufacture of elevating and conveying machinery of all descriptions.



A View of One Department of the Somerville Limited Brass Foundry.

CHANGES IN FREIGHT RATES DURING MARCH

List of Freight Schedules Filed with the Board of Railway Commissioners During month of March, 1909.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.	C.R.C.	R.R. No.	Effective.	Description.
Grand Trunk Railway.				Grand Trunk Railway.			
Sup. 30 E. 499	Sup. 30 G.D. 60	Apr. 5, '09	Class and commodity, from stations in Canada to New York, Philadelphia and Baltimore.	Sup. 8 E. 1334 E. 1527 Cancels E. 1481 E. 1522	Sup. 8 C.Y. 2 C.P. 39 Cancels C.P. 36 C. 24	Mar. 26, '09 Mar. 23, '09 Apr. 1, '09	Cancellation summer commodity tariff. Wood pulp, c.l., between various points in Canada. Class rates, stations Dorval and west and points on C. V. R.R.
Sup. 15 E. 999	Sup. 15 E. 5	Apr. 4, '09	Class and commodity, stations in Canada to Boston, St. John, etc., for export.	E. 1523	C. 253	Apr. 1, '09	Class rates between stations Dorval and west and points on Q. M. & S.
Sup. 10 E. 1171	Sup. 10 C.F. 79	Apr. 3, '09	Lumber and forest products, west of Rideau and Barry's Bay to points in U.S.	E. 1524 Cancels E. 828	C. 26 Cancels O. 1	Apr. 1, '09	Class rates between stations Dorval and west and points on C. N. Q. Ry.
Sup. 65 E. 1208	Sup. 65 C.D. 23	Mar. 6, '09	Lime, c.l., Port Colborne to Cornwall, 10c. per 100 lbs.	Sup. 30 E. 754 E. 1521 Cancels E. 59	Sup. 30 C.D. 8 C. 23 Cancels E. H. 3	Mar. 18, '09 Apr. 1, '09	Cement, c.l., Belleville to Sudbury, Ont. Class rates, G. T. stations to points on Lotbiniere & Megantic Ry.
E. 1514 Cancels E. 1127	I. 63 Cancels I. 39	May 1, '09	Import class and commodity, Montreal Wharf to points in Canada.	Sup. 5 E. 249	Sup. 5 G.Z. 1	Mar. 17, '09	Cancellation class rates, Belleville and west to junction points.
E. 1513 Cancels E. 1317 E. 1428 Sup. 29 E. 754	C.J. 14 Cancels C.J. 12 C.J. 13 Sup. 29 C.D. 8	Mar. 31, '09	Scrap metals, c.l., G. T. stations to U. S. points.	Sup. 9 E. 869	Sup. 9 C.A. 21	Mar. 10, '09	Petroleum and products, Petrolia and Sarnia to various Canadian points.
Sup. 17 E. 898	Sup. 17 C.F. 45	Mar. 4, '09	Cement, c.l., Port Colborne to Windsor, Ont., 8c. per 100 lbs.	E. 1518 Cancels E. 509	C. 22 Cancels G.O. 3	Mar. 16, '09	Class rates between T. and N. O. stations and stations on connecting lines of G. T. Ry.
Sup. 8 E. 1105 Sup. 9 E. 1088	Sup. 8 C.P. 22 Sup. 9 C.G. 34	Apr. 1, '09 Mar. 10, '09	Paper, c.l., G. T. stations to U.S. points. Grain, ex-Lakes, to mills at St. Thomas; Port Stanley to points east.	Sup. 6 E. 1434	Sup. 6 C.M. 8	Mar. 15, '09	Bolts, nuts and washers, l.c.l., Ontario points to points in Maritime Provinces.
E. 1512 Cancels E. 509	C.G. 41 Cancels C.G. 5	Mar. 9, '09	Grain and grain products, Montreal and Montreal points to points on Intercolonial Ry.	Sup. 4 E. 1304	Sup. 3 R. 3	Mar. 17, '09	Restoration lake and rail class and commodity rates between Eastern Canada and Port Arthur and Georgian Bay ports.
1515	C.I. 58	Mar. 10, '09	Iron commodities, Montreal and Montreal points to Quebec points, via St. Henry Jct.	Sup. 1 E. 1493	Sup. 1 C.I. 56	Mar. 16, '09	Chain, iron or steel, c.l., St. Catharines and Sarnia to Vancouver, Victoria and New Westminster, B.C., all rail, 75c. per 100 lbs.
Sup. 1 E. 465	Sup. 1 E.M. 1	Mar. 19, '09	Class and commodity Bay of Quinte and Lake Ontario points to Montreal, via Kingston, cancelled.	Sup. 7 E. 1434	Sup. 7 C.M. 8	Mar. 15, '09	Salt, c.l., shipping stations to Fredericton, N.B., 23c. per 100 lbs.
Sup. 8 E. 254	Sup. 8 G.B.Y. 7	Apr. 1, '09	Iron commodities from Belleville to G. T. stations.	E. 1529 Cancels E. 1473 Sup. 68 E. 1208	C.O. 33 Cancels C.A. 72 Sup. 68 C.D. 23	Mar. 24, '09 Mar. 23, '09	Ground talc, c.l., Madoc to points in Canada. Core sand, c.l., Port Hope to Montreal, 7c. per 100 lbs.
Sup. 4 E. 377	Sup. 4 G.B.Y. 8	Apr. 1, '09	Iron commodities from Collingwood to G. T. stations.	Sup. 2 E. 1325	Sup. 2 C.D. 12	Apr. 1, '09	Sugar, syrup and molasses, c.l., Montreal to Ottawa, 8c. per 100 lbs.
Sup. 7 E. 1011	Sup. 7 C.I. 25	Apr. 1, '09	Iron commodities from Welland to G. T. stations.	Sup. 69 E. 1208	Sup. 69 C.D. 23	Apr. 1, '09	Building material, c.l., between various points.
Sup. 11 E. 1431 Sup. 2 E. 1433	Sup. 11 C.Y. 3 Sup. 2 C.I. 52	Apr. 1, '09 Apr. 1, '09	Commodities between G. T. stations. Iron commodities, Montreal to various points.	Sup. 8 E. 1434	Sup. 8 C.M. 8	Apr. 1, '09	Commodities between various points.
W. 168	G.F.D. W. 1466	Apr. 20, '09	Sand, gravel and stone, c.l., Michigan points to Canada.				

C.R.C.	R.R. No.	Effective.	Description.
Grand Trunk Railway.			
Sup. 10 E. 1210	Sup. 10 E. 12	Apr. 19, '09	Restoration export class and commodity rates to Montreal.
Sup. 23 E. 150	Sup. 23 G.B.Y. 5	Apr. 1, '09	Iron commodities from Toronto, London, etc., to G. T. points.
Sup. 23 E. 425	Sup. 23 G.B.X. 8	Mar. 27, '09	Building and roofing paper, c.l., Hawkesbury to Toronto, Hamilton and London.
Sup. 70 E. 1208	Sup. 70 C.D. 23	Apr. 1, '09	Mill scale, c.l., Hamilton to Brantford, 3c. per 100 lbs.
Sup. 1 E. 1501	Sup. 1 C.Y. 5	Apr. 1, '09	Oils, paints and iron commodities, c.l., Montreal to Ottawa, 8c. per 100 lbs.
Sup. 2 E. 1432	Sup. 2 C.A. 66	Apr. 7, '09	Chemicals, etc., c.l., Montreal to Ottawa, 8c. per 100 lbs.
Sup. 25 E. 1210	Sup. 25 C.F. 83	Apr. 7, '09	Cooperage stock, c.l., Marmora to Montreal, P.Q., and Windsor, Ont.
Canadian Pacific Railway.			
Sup. 9 W. 777	Sup. 9 W. 1170	Mar. 4, '09	Rules for weighing at track scales.
E. 1363 Cancels E. 1118	E. 947 Cancels E. 701	Mar. 5, '09	Proportional class and commodity tariff between Montreal and points in Quebec on business to or from Grand Trunk Ry.
Sup. 53 E. 450	Sup. 53 E. 205	Mar. 6, '09	Paper between various points in Canada.
Sup. 7 E. 254	Sup. 7 G.B.Y. 7	Mar. 1, '09	Iron commodities from Belleville to various points.
Sup. 20 E. 38	Sup. 28 O.D. 626	Mar. 6, '09	Salt, c.l., Windsor, Ont., to various points.
E. 1369 Cancels E. 988	E. 953 Cancels E. 577	Apr. 5, '09	Feldspar, c.l., various stations to points in U.S.
Sup. 16 E. 1284	Sup. 16 E. 866	Mar. 5, '09	Butter tubs, c.l., Eastman, P.Q., to Brunsells, Ont., 24c. per 100 lbs.
1366 Cancels E. 1037	E. 950 Cancels E. 625	May 1, '09	Import class and commodity tariff, Montreal Wharf to C. P. stations and connecting lines.
Sup. 79 E. 342	Sup. 79 E. 283	Apr. 3, '09	Lumber and forest products to points in U.S.
W. 1123 Cancels W. 951	W. 1672 Cancels W. 1413	Mar. 6, '09	Lumber and shingles, Vancouver to Saskatoon and Sutherland, Sask.
W. 1129 Cancels W. 955	W. 1673 Cancels W. 1417	Mar. 6, '09	Lumber and shingles, B. C. points to Saskatoon and Sutherland.
Sup. 8 E. 1289	Sup. 8 E. 871	Mar. 3, '09	Commodities from C. P. R. stations to Maritime Provinces.
Sup. 9 E. 956	Sup. 9 E. 546	Mar. 3, '09	Absorption of switching charges, transfer expense, etc.
W. 1127 Cancels W. 1049	W. 1671 Cancels W. 1556	Mar. 6, '09	Cured meats, c.l., Winnipeg to Montreal and W. St. John for export.
Sup. 2 W. 1110	Sup. 2 W. 1651	Mar. 5, '09	Switching charges at stations on western lines.
Sup. 3 E. 1278	Sup. 3 E. 858	Mar. 6, '09	Cement, c.l., various points to Cochrane, Ont.

C.R.C.	R.R. No.	Effective.	Description.
Canadian Pacific Railway.			
Sup. 25 E. 513	Sup. 25 E. 348	Apr. 5, '09	Commodities, C. P. stations, Sharbot Lake and west to New York, Philadelphia and Baltimore for export.
Sup. 17 E. 1284	Sup. 17 E. 866	Mar. 8, '09	Steel rails, c.l., Sault Ste. Marie, Ont., to Niagara Falls, Ont., 17c. per 100 lbs.
E. 1370 Cancels E. 1352	E. 954 Cancels E. 936	Mar. 10, '09	Cement, lime and stucco from Eastern Canada to points in North-West.
Sup. 11 E. 1098	Sup. 11 E. 683	Mar. 8, '09	Scrap metal, bones, etc., between various stations.
Sup. 16 E. 1107	Sup. 16 E. 692	Mar. 8, '09	Restoration lake and rail rates on class and commodities between C. P. R. stations and Port Arthur, etc.
Sup. 11 E. 1289	Sup. 11 E. 871	Apr. 1, '09	Commodities between various points, and Maritime Provinces.
Sup. 18 E. 1284	Sup. 18 E. 866	Apr. 1, '09	Commodities between various points.
E. 1382	E. 966	Apr. 1, '09	Class rates, summer, between various competitive points.
1377 Cancelling E. 1307	E. 961 Cancels E. 889	Apr. 19, '09	Veneering, Newport Richford, etc., to Canadian points.
E. 1373 Cancels 6 class tariffs	E. 957	Apr. 1, '09	Class rates between points on C. P. R. and connecting lines.
Canadian Northern Railway.			
Sup. 1 292	Sup. 1 481	Mar. 24, '09	Cancellation of storage charges at Port Arthur on westbound shipments.
New York Central and Hudson River R.R.			
1353	A. 12941	Apr. 13, '09	Moulding sand, c.l., N. Y. C. points to Montreal, \$1.80 per net ton.
1349 Cancels 1278	A. 12903 Cancels A. 11957	Apr. 12, '09	Class and commodity rates, N. Y. C. points to Port Arthur.
Sup. 5 369	Sup. 5 A. 2752	Mar. 31, '09	Cancellation class rates from N. Y. C. stations to points on M. C. and T. H. and B. Ry.
1348 Cancels 1105	A. 12902 Cancels A. 9995	Apr. 12, '09	Class and commodity, N. Y. C. points to Port Arthur and Fort William.
Sup. 10 E. 1289	Sup. 10 E. 871	Mar. 15, '09	Bolts, nuts and washers, l.c.l., Ontario points to points in Maritime Provinces.
E. 1376	E. 960	Apr. 15, '09	Class rates, Detroit to points in Canada.
Sup. 33 E. 1141	Sup. 33 E. 723	Mar. 15, '09	Building material between various points.
Sup. 5 W. 1109	Sup. 5 W. 1650	Mar. 12, '09	Commodities between various points.
Sup. 4 E. 1278	Sup. 4 E. 858	Apr. 1, '09	Cement, c.l., Montreal to Ottawa, Buckingham and Valleyfield, 5c. per 100 lbs.
Sup. 3 E. 1285	Sup. 3 E. 867	Apr. 1, '09	Iron commodities, c.l., Montreal to Ottawa and Hull, 8c. per 100 lbs.
Sup. 1 E. 1286	Sup. 1 E. 868	Apr. 1, '09	Chemicals and paints, c.l., Montreal to Ottawa and Hull, 8c. per 100 lbs.

C.R.C.	R.R. No.	Effective.	Description.
Canadian Pacific Railway.			
Sup. 51 E. 162	Sup. 51 E. 145	Apr. 21, '09	Carbide of calcium, c.l., Shawinigan Falls to New York, export, 18½c. per 100 lbs.
Sup. 35 E. 1141	Sup. 35 E. 723	Mar. 26, '09	Brick, c.l., Milton to Three Rivers, P.Q., 14c. per 100 lbs.
Sup. 36 E. 1141	Sup. 36 E. 723	Mar. 27, '09	Building material, c.l., between various points.
Sup. 13 E. 1132	Sup. 13 E. 714	Apr. 19, '09	Restoration export rates via Montreal.
Sup. 19 E. 1284	Sup. 19 E. 866	Apr. 1, '09	Commodities between various points.
New York, Chicago and St. Louis R.R.			
Sup. 12 70	Sup. 12 92 A.	Apr. 1, '09	Wool in grease, any quantity, points in U. S. to Canada.
Canadian Northern Quebec.			
Sup. 8 294	Sup. 8 139	May 1, '09	Cardboard and wood-pulp board, c.l., Jonquiere, P.Q., to Quebec, 10c. per 100 lbs.
Sup. 2 297	Sup. 2 141	Mar. 2, '09	Commodities between C. N. Q. stations and points on connecting lines.
Sup. 26 269	Sup. 26 116	Mar. 2, '09	Lumber and forest products between local points.
Rutland R.R.			
366 Cancels	244	Apr. 1, '09	Classes, Rutland R.R. stations to points on the O & N. Y. Ry.
367 Cancels		Apr. 5, '09	Paper, Bennington and No. Bennington to Toronto.
325 370		Apr. 6, '09	Marble, Rutland R.R. stations to points on C.P.R.
368 Cancels		Apr. 6, '09	Marble, Rutland R.R. to points on O. & N. Y. Ry.
343			
Raritan River R.R.			
61		Mar. 28, '09	Hollow and stack brick, c.l., Raritan River stations to Shawinigan Falls, \$4 per net ton.
Chicago, Burlington and Quincy Railway.			
196 Cancels	1753 D. Cancels	Apr. 1, '09	Class and commodity, E. St. Louis, E. Burlington, etc., to points in Canada.
173	1753 C.		
Western Trunk Line.			
A. 14 Cancels	24 A. Cancels	Apr. 1, '09	Grain products, c.l., St. Paul, Minneapolis, etc., to points in Canada.
A. 6	24		
A. 14	24 A.	Apr. 1, '09	Grain products, c.l., St. Paul, Minneapolis, etc., to points in Canada.
Duluth, Missabe and Northern Railway.			
Sup. 5 1		Mar. 30, '09	Class and commodity, Duluth to points on C. N. Ry.
Pittsburg, Cincinnati, Chicago and St. Louis Railway.			
Sup. 12 P. 7		Apr. 1, '09	Class and commodity, P. C. C. & St. L. stations to points in Canada.
Central Freight Association.			
Sup. 58 1		Apr. 10, '09	Class and commodity between points in Ontario and Duluth, St. Paul and Minneapolis.

C.R.C.	R.R. No.	Effective.	Description.
Baltimore and Ohio Southwestern R.R.			
Sup. 8 106	Sup. 8 H. 2231	Apr. 1, '09	Pig iron, etc., Cincinnati, St. Louis, etc., to Canada.
Boston and Maine R.R.			
982		Apr. 1, '09	Iron and steel articles, B. & M. stations to points in Canada.
Georgia R.R.			
1 & Sup. 1	14	Nov. 23, '08	Cotton, Southern points to Canada.
Chicago, Indianapolis and Louisville Railway.			
42	1652 B.	Mar. 30, '09	Stone, c.l., C. I. & L. stations to points in Canada.
Delaware and Hudson Co.			
773 Cancels	F.D. 4632	Mar. 31, '09	Cement, c.l., Glen's Falls to points in Canada.
730 & 755			
774 Cancels	F.D. 4633	Mar. 31, '09	Cement, c.l., Glen's Falls to Shawinigan Falls.
641			
Mobile and Ohio R.R.			
13	1967	Apr. 1, '09	Lumber, c.l., Cairo, Ill., to points in Canada.
Central of Georgia Railway.			
9 Cancels	12	Apr. 4, '09	Cotton, Southern points to stations in Canada.
5			
Michigan Central R.R.			
Sup. 3 1335	Sup. 3 G.F.D. 7742	Apr. 4, '09	Brick and drain tile, c.l., between local points.
Sup. 4 1325	Sup. 7 G.F.D. 7721	Apr. 15, '09	Iron commodities, Buffalo and Suspension Bridge to points in Canada.
Sup. 21 1021	Sup. 21 G.F.D. 7072	Apr. 1, '09	Commodities, M. C. stations in U. S. to points in Canada.
1388	G.F.D. 7847	Mar. 29, '09	Class rates between M. C. R.R. stations and T. & N. O. Ry.
Kingston and Pembroke Railway.			
244	158	Mar. 31, '09	Flint and silica rock, from points in Ontario to Buffalo and Suspension Bridge.
Transcontinental Freight Bureau.			
Sup. 4 221	Sup. 4 3 F.	Apr. 15, '09	Class and commodity, California terminals to points in Canada.
Sup. 4 52	Sup. 4 1 H.	Apr. 15, '09	Class and commodity, Eastern Canada to California terminals.
Sup. 3 222	Sup. 3 2 E.	Apr. 15, '09	Class and commodity, North Pacific Coast terminals to points in Canada.
Sup. 4 220	Sup. 4 4 D.	Apr. 15, '09	Class and commodity, Eastern Canada to North Pacific Coast terminals.
Illinois Central R.R.			
Sup. 20 15		Mar. 30, '09	Lumber, c.l., Vicksburg, Natchez, etc., to points in Canada.
Sup. 5 A. 78	Sup. 5 1769 B.	Apr. 6, '09	Commodity, Ill. Cent. R.R. stations to points in Canada.
Temiskaming and Northern Ontario Railway.			
61 Cancels	F.D. 54	Mar. 16, '09	Class rates, T & N. O. stations to points in Canada.
7			
172	C. 4913	Apr. 10, '09	Electrical machinery, c.l., Ampere, N.J., to Quebec, 25c. per 100 lbs.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquiries, apply by numbers to the Secretary, at Toronto.

-
- 404 **Agent.**—A resident of Jersey Side, Placentia, Nfld., desires to represent Canadian firms wishing to do business in Newfoundland.
- 405 **Boots and Shoes.**—A dry goods merchant in St. Kitts wishes to hear from Canadian firms manufacturing boots and shoes.
- 406 **Boots and Shoes.**—A St. Kitts firm of dry goods dealers wishes to hear from Canadian manufacturers of boots and shoes.
- 407 **Boots and Shoes.**—Enquiry is made from a Dominica boot and shoe dealer for the names of Canadian firms manufacturing boots and shoes.
- 408 **Boots and Shoes, Corsets and Umbrellas.**—A dry goods firm in St. Lucia wishes to hear from Canadian firms manufacturing boots and shoes, corsets and umbrellas.
- 409 **Bicycles.**—A well-established firm of bicycle dealers in Barbados wishes to hear from Canadian bicycle manufacturers desirous of extending their business in the West Indies.
- 410 **Buggies.**—A Barbados firm of general merchants invites correspondence with Canadian manufacturers of buggies.
- 411 **British Representative.**—Englishman, with several years' business experience in Canada, is shortly returning to his native country, and is prepared to act as representative of manufacturers of lumber, wood specialties, maple flooring, etc.
- 412 **British Representative.**—Englishman, with several years' business experience in Canada, is returning to his native country, and would be glad to represent first-class Canadian firms. Canadian references.
- 413 **Curtain Rings.**—A Leeds firm will consider prices and samples from Canadian manufacturers of plain turned wood rings for curtain poles.
- 414 **Chair Seats, Veneer.**—A Manchester firm asks for description and prices of chair seats, and for prices of three-ply wood veneer from Canadian manufacturers.
- 415 **Closet Seats.**—A firm of builders' merchants, well established Glasgow, London and Leeds, ask for illustrated catalogues from Canadian manufacturers of closet seats.
- 416 **Condensed Milk.**—A firm of grocers in Barbados wishes to hear from firms in Canada manufacturing condensed milk.
- 417 **Chrome Sheepskins.**—A Manchester firm desires to correspond with Canadian shippers of chrome sheepskins.
- 418 **Cart Hubs.**—A Manchester firm asks for prices and sizes of cart hubs from Canadian manufacturers.
- 419 **Condensed Milk.**—A Cape Town provision merchant desires to be placed in communication with Canadian exporters of condensed milk.
- 420 **Carriage Requisites.**—A hardware merchant in Basseterre, St. Kitts, wishes to have correspondence with Canadian manufacturers or dealers in hardware, spokes, bows and other carriage requisites.
- 421 **Canned Goods.**—A firm of grocers in St. Kitts wishes to hear from Canadian firms manufacturing canned goods.
- 422 **Condensed Milk and Canned Goods.**—A firm of grocers in Dominica wishes to hear from Canadian canning companies exporting condensed milk and canned goods generally.
- 423 **Canadian Wines, Butter and Cheese.**—A grocery firm in Dominica wishes to hear from Canadian exporters of wines, butter and cheese.
- 424 **Condensed Milk and Canned Fruit.**—A Dominica dealer in grocery supplies would like to hear from Canadian canning companies exporting condensed milk and canned fruits.
- 425 **Chair Seats.**—An old-established Hull (Eng.) firm of wood brokers and agents will be interested in hearing from Canadian shippers of perforated chair seats, for which they have an outlet.
- 426 **Cornice Pole Rings, Maple Squares.**—A wholesale dealer in cornice poles and window rollers, established for over fifty years in Manchester, England, is in the market to purchase carload lots of cornice pole rings in white wood, and maple squares, from Canadian manufacturers. Will pay cash against documents, or on receipt of goods. New York references. This is an excellent trade opportunity.
- 427 **Dry Goods.**—Canadian firms exporting dry goods are invited to correspond with a well-established dry goods firm in Dominica.
- 428 **File Handles.**—A Manchester firm wishes to obtain prices and description of file handles from Canadian manufacturers.
- 429 **Flour.**—A Cape Town provision merchant desires to be placed in communication with Canadian exporters of flour.
- 430 **Furniture.**—A hardware dealer in Dominica wishes to hear from Canadian manufacturers of household and other furniture in Canada.
- 431 **Fish.**—A grocer in Dominica wishes to hear from Canadian firms exporting fish and other grocery supplies.
- 432 **Farina.**—A commission agent in the North of England, interested in the sale of farina and sizing products, desires lowest competitive prices for granulated and ordinary farina for shipments to Manchester.
- 433 **Flour.**—A Cape Town firm of wholesale general merchants would like to be put into communication with Canadian manufacturers and exporters of flour.
- 434 **Flour, Furniture, Etc.**—A Havana, Cuba, commission agent, Englishman, is prepared to assist Canadian manufacturers of the above products in securing a market in Cuba. He states that there are excellent prospects of Canada doing a big trade in the above commodities in Cuba.
- 435 **Glasgow Agents.**—An old-established firm of manufacturers' agents, with a good connection for the sale of engineering specialties, etc., are open to act as agents for a few first-class Canadian firms. Excellent references.
- 436 **Handles for Rakes.**—A firm of general woodenware importers wish to have prices for shipments to Newcastle-on-Tyne of rake handles. Sizes: 48 x 1½ x 1¼ inches; 54 x 1½ x 1¼ inches; 60 x 1½ x 1¼ inches; 72 x 1½ x 1¼ inches.
- 437 **Handles.**—A Leeds firm would be interested in hearing from Canadian manufacturers of shovel and spade handles.
- 438 **Harness and Leather.**—A Barbados firm dealing in leather goods wishes to hear from Canadian manufacturers of these articles.
- 439 **Harness and Leather.**—A well-established firm in Barbados dealing in leather and undertakers' supplies wishes to hear from Canadian manufacturers.
- 440 **Leather.**—A Manchester firm asks for prices of hemlock-tanned sole leather from Canadian tanners.
- 441 **Manufacturers' Agent.**—A gentleman with considerable experience in various parts of Canada in selling goods, is about to make his headquarters in Montreal, and would be glad to hear from a few first-class houses to whom he might write.

- 442 **Manufacturers' Agent.**—A manufacturers' agent resident in Newfoundland wishes to secure the exclusive agency for teas, preserves, confectionery, flour and feeds, leather, paints, varnishes and foods of Canadian manufacture. Highest bank and financial references.
- 443 **Manure Forks.**—A Manchester firm asks for prices of welded, strapped manure forks, T or crutch handles, four, five, and six prongs, from Canadian manufacturers.
- 444 **Oak Spokes.**—A Manchester firm now buying in the United States asks for description and prices of oak spokes from Canadian manufacturers.
- 445 **Office Furniture.**—A firm of wholesale merchants and importers in the North of England ask for catalogues and lists from Canadian manufacturers of roll-top desks and other office furniture.
- 446 **Paper.**—An Australian firm who are interested in all kinds of paper, viz., brown wrapping, ochre glazed wrapping, yellow light wrapping, and white printing, etc., would be glad to have samples and quotations from Canadian manufacturers.
- 447 **Pianoforte Material.**—A firm of wholesale and export piano manufacturers in the North of England are large buyers of piano keys, dampers, hammers, and other piano supplies. They wish to have prices from Canadian manufacturers.
- 448 **Piano Sound Boards.**—Enquiry is made by an English firm of piano manufacturers respecting the names of Canadian makers of piano sound boards.
- 449 **Paper and Stationers' Supplies.**—A Barbados firm of printers and publishers wishes to hear from Canadian manufacturers of printing and wrapping paper and stationery supplies.
- 450 **Paints and Varnishes.**—A Barbados dealer in paints and varnishes wishes to hear from Canadian dealers in these goods.
- 451 **Quaker Oats.**—A Cape Town firm of wholesale general merchants would like to be put into communication with Canadian manufacturers and exporters of Quaker Oats.
- 452 **Special Agents.**—An Ontario firm manufacturing electrical heating apparatus desire to get in touch with agents who will handle their goods on a house-to-house demonstration basis in Winnipeg, Halifax and St. John.
- 453 **Split Peas.**—A Cape Town provision merchant desires to be placed in touch with Canadian exporters of split peas.
- 454 **Silver Plate.**—A well-established firm of jewellers and silversmiths in Barbados wishes to hear from Canadian manufacturers of silver plate and silverware.
- 455 **Soft Birch.**—A Manchester firm desires to correspond with Canadian shippers of soft birch.
- 456 **Seats.**—A Manchester firm now buying in the United States asks for prices and description of perforated seats from Canadian manufacturers.
- 457 **Straw Hats.**—A Barbados firm of milliners wishes to have correspondence with wholesale Canadian houses, and to receive sample cards of straw braid for ladies' straw hats.
- 458 **Split Peas.**—A Cape Town firm desires to be placed in touch with Canadian exporters of split peas.
- 459 **Turnip Hoes, Swan Neck.**—A Manchester firm asks for prices of turnip hoes from Canadian manufacturers; swan neck, Scotch pattern; blade, 8 and 9 inches; handle, 4 ft. and 5 ft.
- 460 **Trunks.**—A St. Kitts firm wishes to hear from Canadian firms manufacturing wooden and other trunks.
- 461 **Tea, Flour and Canned Goods.**—A Dominica dealer in groceries and canned goods, wishes to hear from Canadian exporters of tea, flour and canned goods.
- 462 **Tea, Furniture, Boots and Shoes.**—A Dominica dealer in general and other lines of manufactured goods, wishes to hear from Canadian firms exporting tea, and from manufacturers of furniture, boots and shoes.
- 463 **Tinware, Canned Goods.**—A retail grocer in Bermuda is open to purchase small lots of the above products from Canadian manufacturers.
- 464 **Vancouver Agents.**—A well-known firm of commission agents in Vancouver, B.C., are anxious to get in touch with manufacturers of ruchings, fancy neckwear, whitewear, waists, costumes, novelties, etc., whose goods they could handle on commission. References.
- 465 **Wooden Wheelbarrows.**—A well-known firm of wholesale importers and exporters in London, England, are in the market to purchase 400 dozen per year of wooden wheelbarrows. Sketch and full particulars may be secured at this office.
- 466 **Western Canada Representative.**—A well-known firm of manufacturers' agents, with excellent connections, desire to secure an agency of eastern manufacturers of school furniture, wire rope, ornamental iron work, organs, pulleys, shafting, etc.; metallic roofing, office fittings and supplies, asbestos packing, etc.; engineering specialties.
- 467 **Wagons, Etc.**—A South African carriage and coach dealer would like to be put into communication with Canadian manufacturers of carts, buggies, gigs and farm wagons.
- 468 **Wood Moulding.**—A Liverpool firm asks for prices and description of wood moulding for house decoration from Canadian manufacturers.
- 469 **Washboards.**—A Manchester firm asks for prices and description of wood washboards from Canadian manufacturers.
- 470 **Wood Squares.**—A North of England firm, largely interested in the manufacture and import of all kinds of brush wood, can take regular parcels of clean wood squares of pine, spruce or basswood, 48 x 1½ x 1½ inches, and 60 x 1¼ x 1¼ inches. Shipments to Newcastle-on-Tyne.
- 471 **Woodenware.**—A Sunderland firm of general domestic woodenware manufacturers and merchants will consider samples and descriptions from Canadian manufacturers of pastry-boards, clothes-pegs, dowels, pill boxes, washboards, etc. Shipments to Newcastle-on-Tyne.
- 472 **Wood Candy Pails.**—A North of England firm largely importing all kinds of woodenware, would be interested in hearing from Canadian manufacturers of wood candy pails.

SPECIAL ENQUIRIES.

Book-seller, Printing Office Assistant.—A Lancashire, England, man, who has been many years engaged in the book-selling and stationery wholesale trade, is desirous of coming to Canada, and obtaining a position of a similar nature in a first-class stationery or printing house. Is thoroughly experienced in the selling and in the management of such special departments as binding, picture postcards, etc. References.

Quebec commercial traveller is anxious to secure the agency of manufacturers of tweeds, woollens, linings, millinery goods, flowers, etc., ribbons, umbrellas, and other lines for the dry goods trade. Claims good references, and would like to hear from any firms interested.

AMONG THE INDUSTRIES

ONTARIO.

The C.P.R. will enlarge its freight warehouse at Port Arthur.

A new public school building will be erected in Stratford, at a cost of \$15,000.

An oatmeal mill will be built at Durham, Ont., by W. A. McGowan, of that town.

Nasmiths will build a bakery, storehouse, and stable in Toronto, at a cost of \$40,000.

Wagstaffe Limited will erect a new factory in Hamilton, at an estimated cost of \$15,000.

The Crescent Oil Company will build a storehouse in Hamilton during the present year.

The Copp, Clark Company will erect a two-storey building in Toronto, at a cost of \$40,000.

A new school building will be erected and equipped during the present year at Collingwood.

Thessalon, Ont., will spend over \$9,000 on a waterworks and electric lighting system this year.

The new public library to be built in Peterborough, Ont., will be gone on with and pushed to completion this summer.

Brantford will spend about \$75,000 on the building and equipment of a new collegiate institute.

Victoria College, Toronto, will build a library building, at a cost of \$75,000. Work will be commenced this summer.

Extensive additions will be made during the present year to the plant of the Hamilton Bridge Company, Hamilton.

The Stanley Mills Company, departmental store, Hamilton, will enlarge their store buildings during the present year.

A permit has been issued to Robertson Brothers for the erection of a \$40,000 factory on Richmond Street east, Toronto.

QUEBEC.

Contracts have been given for a new armoury in Montreal.

The E. N. Heney Company will build a carriage factory in Montreal.

Hull, P.Q., will install new pumps in its waterworks plant, at a cost of \$40,000.

W. J. McGuire & Co. will erect a new warehouse on Craig Street west, Montreal.

The plant of the St. John's, P.Q., straw hat works was destroyed by fire recently.

The Campbell Manufacturing Company will build a warehouse at Ville St. Louis, P.Q.

The C.P.R. will make extensions and improvements to both the Place Viger and Windsor Stations, in Montreal.

James A. Ogilvy & Sons, Montreal, will erect a new building for their departmental store business, at a cost of \$400,000. It will be built on St. Catharine Street.

Plans are being prepared for extensive improvements to the Montreal harbor. These, when completed, will be submitted to the Minister of Marine and Fisheries.

Another new building for departmental store purposes will be erected by W. H. Scroggie, Limited, Montreal. Bleury and Ontario Streets are said to be the site of the new store.

The recent disaster to the Windsor Street Station at Montreal will make the intended changes to that structure all the more urgent. The plans for the future have not yet been definitely announced.

The Northern Electric and Manufacturing Company, Limited, have been awarded the contract for supplying and installing a Western electric alternator, exciter, and switchboard equipment for the town of Iberville, Que.

WEST.

A hospital will be built at Lethbridge, Alta.

A new high school may be erected at Moosomin, Sask.

Vancouver will install a complete police signal system.

Carruthers & Co. will build a warehouse at Saskatoon this summer.

The Castle Hotel, Edmonton, will be improved, at a cost of \$100,000.

The C.P.R. will build a roundhouse at Portage la Prairie this summer.

A Y.M.C.A. building will be erected in Kamloops, B.C., at a cost of \$24,000.

The Builders' Exchange of Winnipeg will erect a new building in the near future.

The Arrowhead Lumber Mills, Kamloops, B.C., will be enlarged, at a cost of \$20,000.

The Great West Saddlery Company, of Winnipeg, recently suffered a \$20,000 loss by fire.

Claresholm, Alta., will spend \$70,000 for a waterworks system and electric light plant.

Calgary will vote on a proposition to spend \$144,000 on an electric and power plant system.

Edmonton, Alta., will establish a filtration plant in connection with its waterworks system.

The B. C. Soap Works, of Victoria, B.C., will build an addition to their plant this summer.

It is reported that a \$150,000 building will be erected at Vancouver to house St. Mark's College.

The city of Nelson, B.C., will buy the street car lines now owned in that city by a private company.

The Calgary Natural Gas Company have applied to that city for assistance to the extent of \$10,000.

The Royal Bank will commence building operations on its Winnipeg branch as soon as spring opens up.

The court house at Winnipeg may be enlarged and improved. It is proposed to spend \$200,000 on the work.

The Manitoba Government will probably build a new telephone exchange building at Portage la Prairie. It will cost \$25,000.

Wortman & Ward, manufacturers of washing machines, pumps, etc., are contemplating building a western factory at Estevan, Sask.

The Stewart Machinery Company, of Winnipeg, suffered a \$10,000 loss by fire recently. It is expected that the building will be replaced.

The Fraser River Cannery Company, of New Westminster, B.C., have sold their plant and business to the Swift Packing Company, of Chicago.

The Western Fire Clay Products, Limited, of Weyburn, Sask., which was recently incorporated, with a capital of \$600,000, will commence building operations this spring.

The Calgary Windmill and Pump Company has been organized, with a capital of \$50,000. A factory will be built very soon. Thomas Armstrong is president of the company.

The Empress Manufacturing Company, of Vancouver, whose plant was recently destroyed by fire, will rebuild immediately. A three-storey building will be erected, at a cost of \$20,000.

The town of Edmonton, Alta., have recently ordered from the Robb Engineering Company, Amherst, two 600 horsepower Robb-Armstrong engines of the vertical enclosed high-speed type for direct connection to electrical generators.

The city of Calgary, Alta., has recently ordered from the Robb Engineering Company, Amherst, N.S., one 750 k.w. Robb-Armstrong engine of the vertical enclosed high-speed type, three-crank compound, for direct connection to a 500 k.w. electrical generator.

MARITIME.

Sydney Mines, N.S., will build a fireproof school building, at a cost of \$20,000.

An addition will be built to the hospital at St. John, N.B., at a cost of \$100,000.

It is reported that the C.P.R. will spend \$250,000 in terminal facilities at St. John, N.B.

The plant of the Burrell-Johnston Iron Company, Yarmouth, N.S., was destroyed by fire during the past month. The machine shop, foundry, moulding shop, stove warehouse, and offices were a complete loss. The company were filled up with orders, and were employing over 200 men previous to the fire. The loss is estimated at \$100,000.

Victor Flaming Arc Lamps give five times as much light at exactly the same cost as ordinary lamps.

Where you want light and lots of it—

Where efficiency and economy are factors—

There is where you should use Victor Flaming Arc Lamps.

In lighting large open spaces, excavations for building, entrances to public buildings, street signs, store fronts, rinks, etc., this lamp is far superior to any other illuminant.

It gives a brilliant, powerful light that is pleasing in effect.

For economy and effectiveness it stands alone.

In a careful and exhaustive test the Victor Flaming Arc Lamp produced five times the candle power of ordinary arc lamps at exactly the same cost per hour.

If you are interested in the subject we will be pleased to give you full particulars. Write to-day for Bulletin No. 209.



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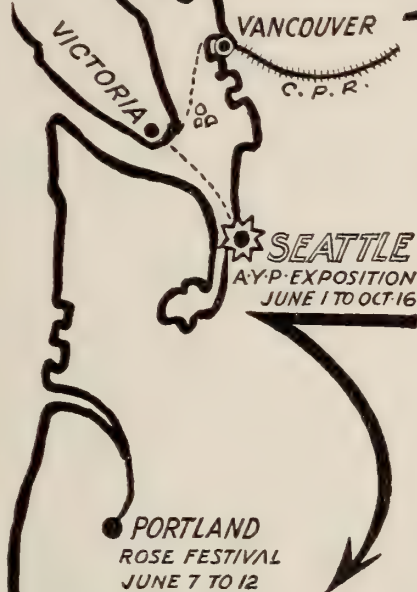
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*Special
Low Rates
May 20 to
Sept. 30*

A co-operative grist mill will be erected at Shediac, N.B., by the surrounding farmers.

The Burrell-Johnston Iron Company, who suffered a \$100,000 loss by fire recently at Yarmouth, N.S., will rebuild, it is expected, at an early date.

The Consumers' Cordage Company are considering the removal of their Montreal branch to Dartmouth, N.S. This would double the works at the latter place. The town will grant fixed assessment for fifteen years.

NEW COMPANIES.

The following companies have been incorporated:

The Standard Packing Company; capital stock, \$100,000; head office, Montreal.

The Unicell Bell and Signal Company; capital stock, \$49,000; head office, Montreal. The company will manufacture electrical bells, clocks, and so forth.

The Canadian Tungsten Lamp Company; capital stock, \$300,000; head office, Hamilton. P. D. Crerar is solicitor.

The Home Pure Food Company; capital stock, \$20,000; head office, Montreal. F. H. Markey is solicitor.

The Canadian Calculators; capital stock, \$20,000; head office, Ottawa. The company will manufacture computing and calculating machines. Frank J. Nicolas is interested.

J. C. Carreau; capital stock, \$125,000; head office, Montreal. The company will manufacture church ornaments and ecclesiastical vestments. J. Ernest Carreau is interested.

The Rhodes Improved Metallic Packing Company; capital stock, \$20,000; head office, Montreal. E. A. Barnard is a promoter.

The Austin Lumber Company; capital stock, \$95,000; head office, Cap. St. Ignace. W. DeMarler is solicitor.

The MacNichol Packing Company; capital stock, \$49,000; head office, County of Charlotte, N.B.

The Mace Manufacturing Company; capital stock, \$20,000; head office, Montreal. The company will manufacture ice cream freezers and novelties. A. H. Mace is the organizer.

Insulyte Company; capital, \$49,000; head office, Montreal. W. L. Bond is solicitor.

The Amalgamated Asbestos Corporation; capital stock, \$10,000,000; head office, Montreal. The company will manufacture mine and manufacturers' asbestos. J. W. Cooke, solicitor.

The Ling and Asbestos Company; capital stock, \$200,000; head office, East Broughton, Quebec. J. W. Cooke, Montreal, is solicitor.

The Kent Company; capital, \$50,000; head office, Montreal. The company will manufacture ice-making machinery. A. W. P. Buchanan is solicitor.

The Holden Company; capital, \$45,000; head office, Montreal. The company will manufacture and deal in transportation vehicles of various kinds. N. J. Holden is organizer.

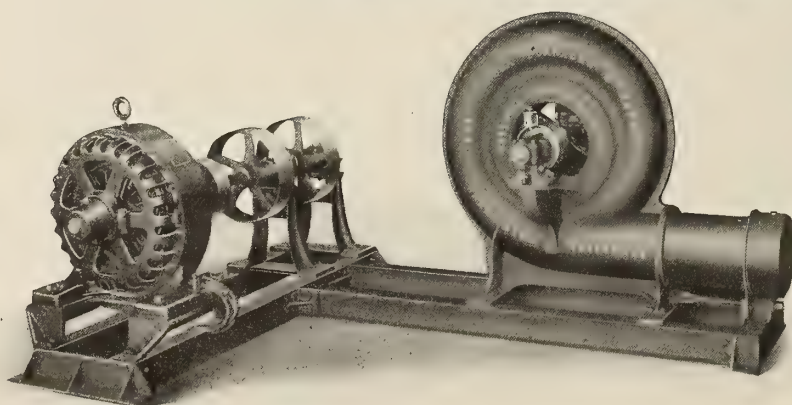
The Reflecting Awning Company; capital, \$20,000; head office, Montreal. Robert King, Montreal, is organizer.

McGregor & McIntyre; capital, \$300,000; head office, Toronto. The company will manufacture structural and ornamental iron work.

The Siemon Company; capital, \$1,000,000; head office, Toronto. The company will manufacture furniture and flooring. J. C. Siemon is organizer.

The Canadian Automatic Transportation Company; capital, \$1,000,000; head office, Toronto. The company will manufacture mail and merchandise carrying and weighing devices. A. C. Bedford-Jones is solicitor.

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The Automatic Electric, Limited; capital, \$200,000; head office, Toronto. The company will manufacture transporting and weighing devices.

The Whipple Horse Collar Company; capital, \$100,000; head office, Hamilton. J. D. Whipple is organizer.

The Standard Combination Motor Rim Company; capital, \$100,000; head office, Toronto.

The Powell Lumber and Door Company; capital, \$50,000; head office, Toronto.

The Dominion Sugar Company; capital, \$300,000; head office, Berlin.

The Belden Sheaf and Hay Loader Company; capital, \$150,000; head office, Palmerston.

The St. Lawrence Paper Mills; capital, \$150,000; head office, Cornwall.



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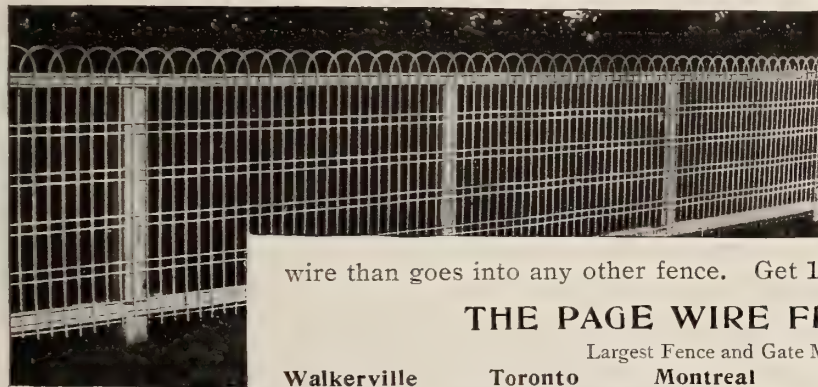
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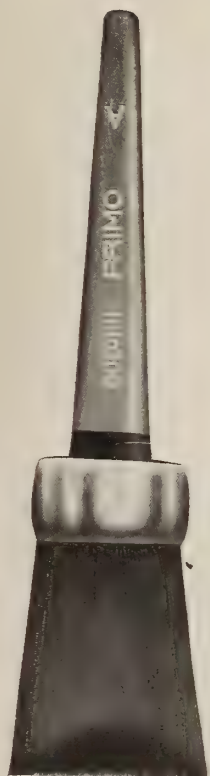
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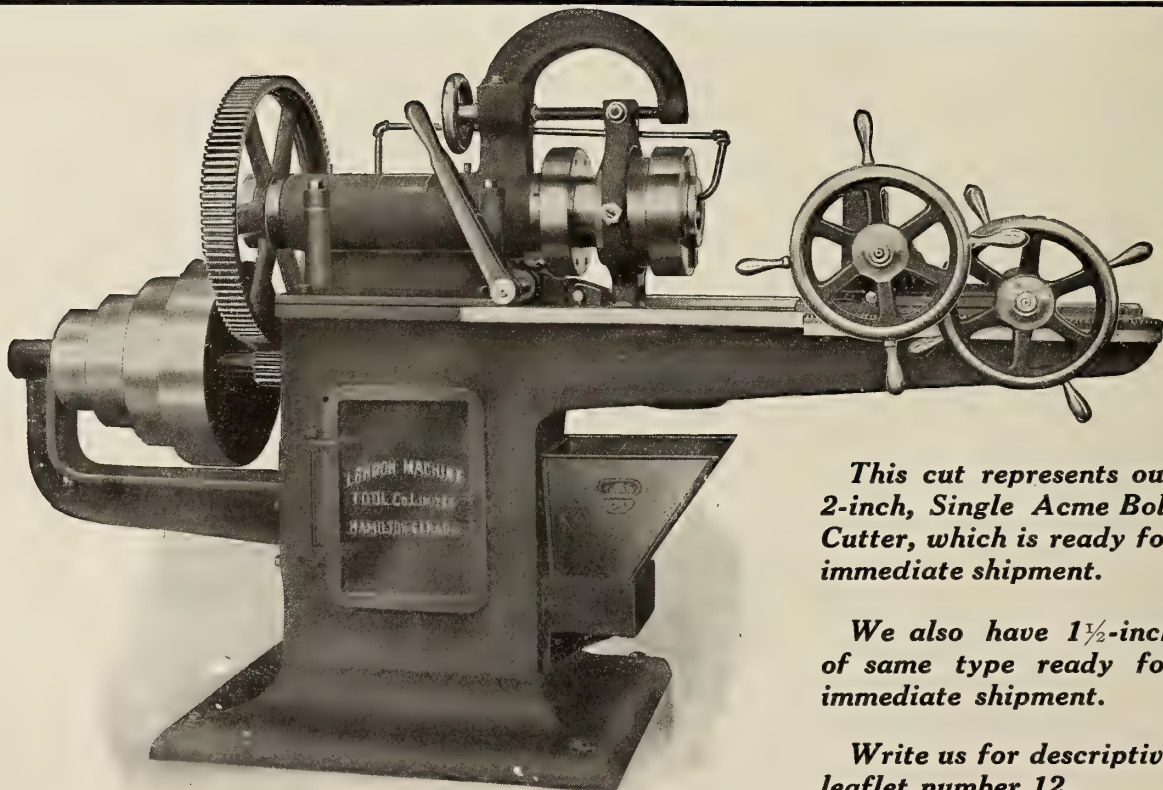
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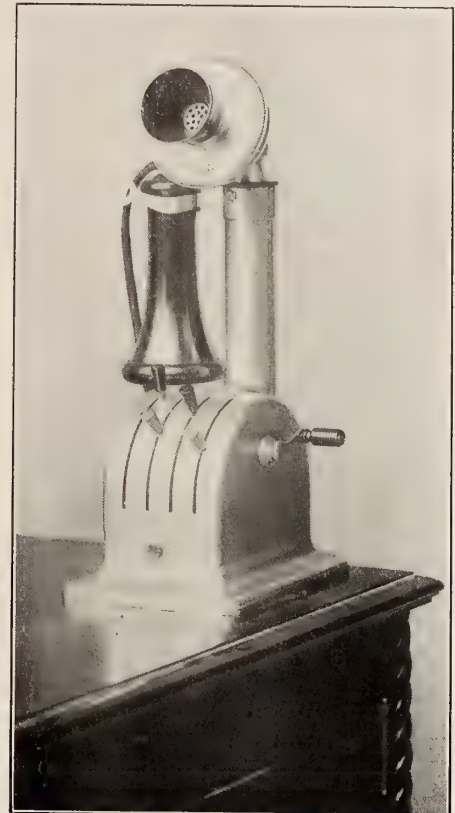
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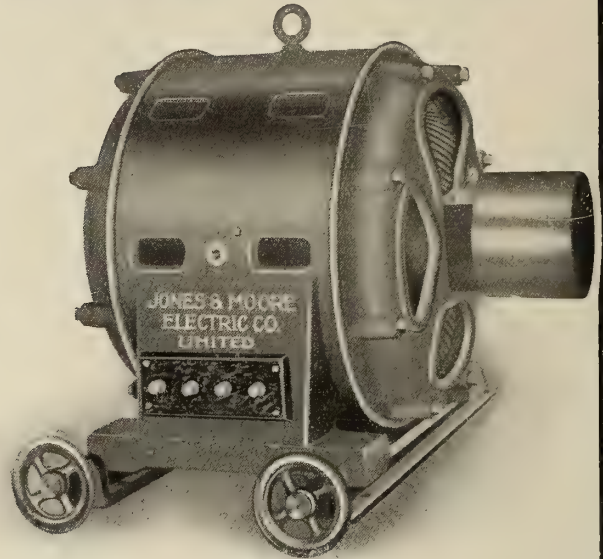
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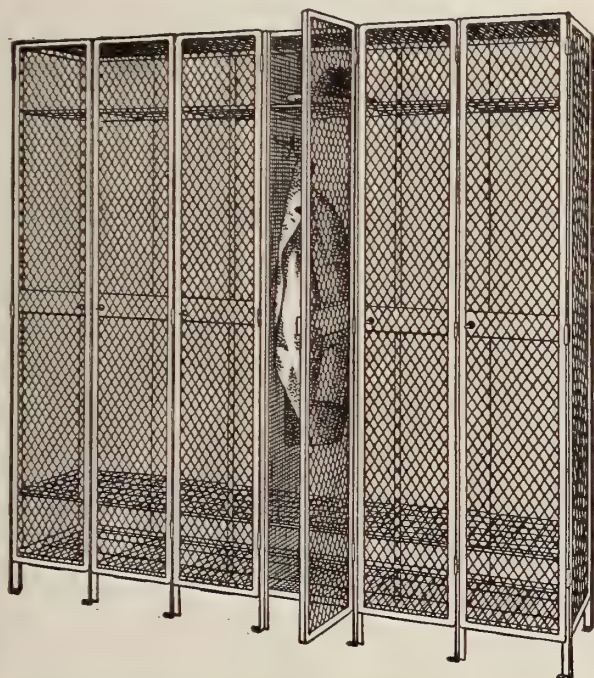
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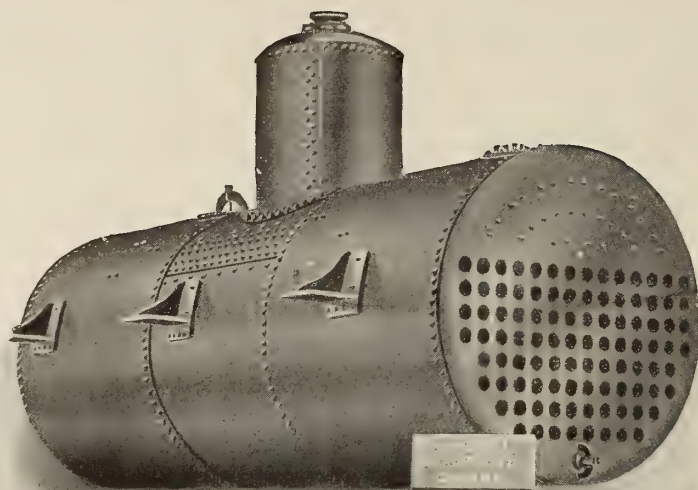
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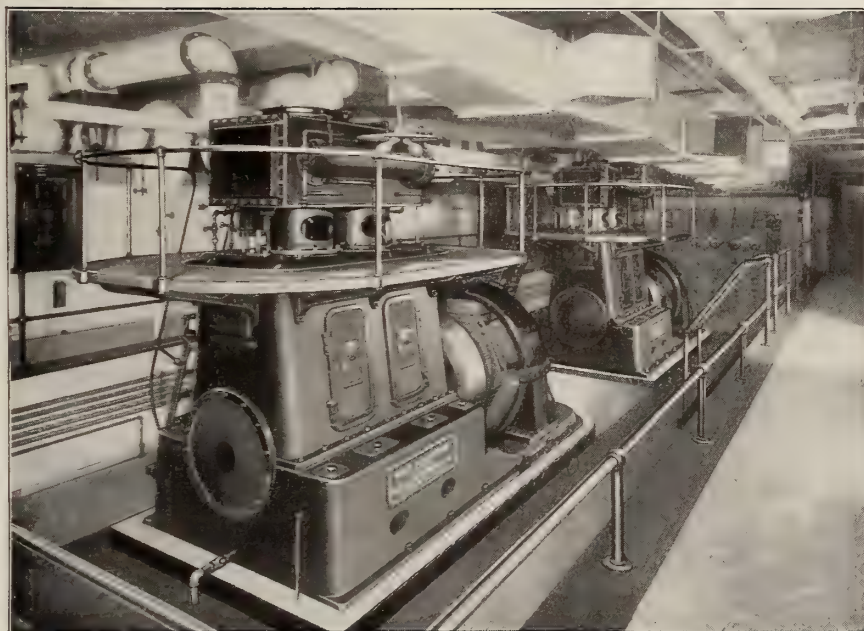
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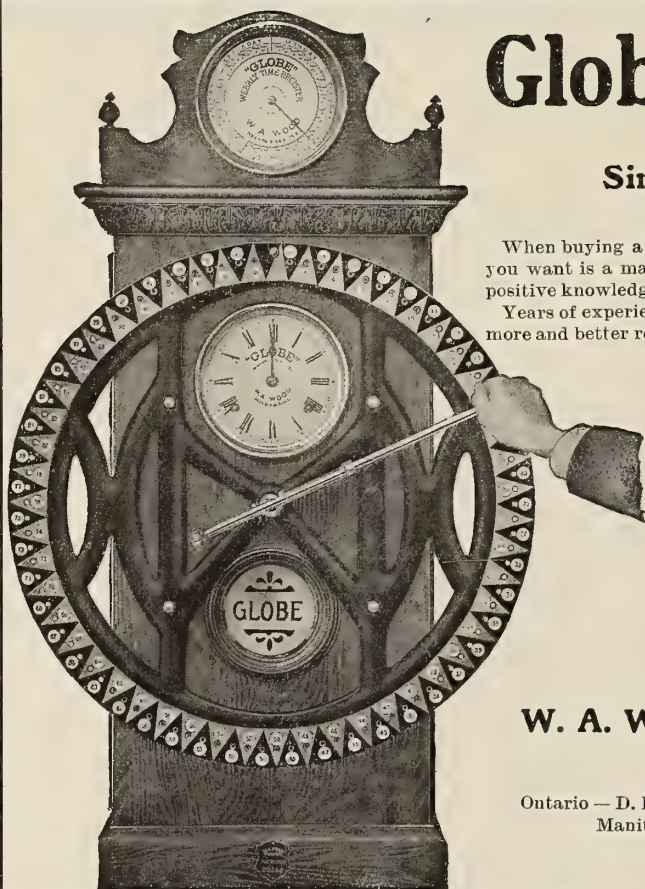
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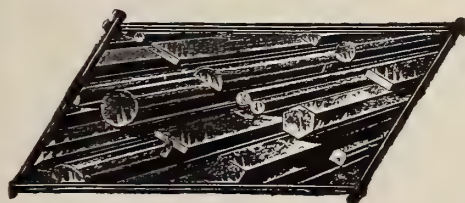
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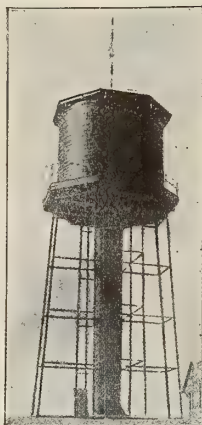


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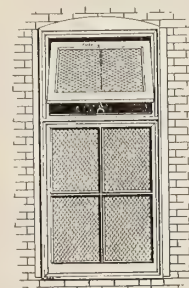
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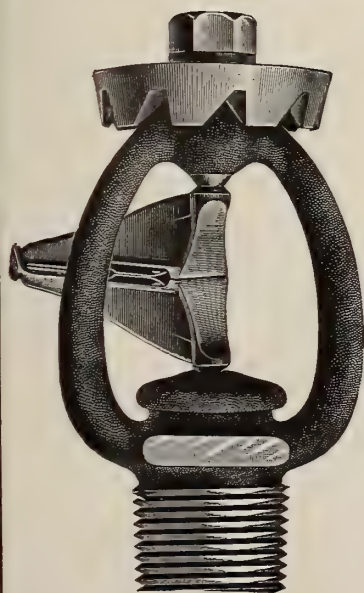


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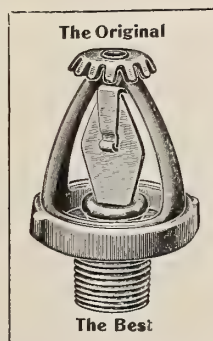
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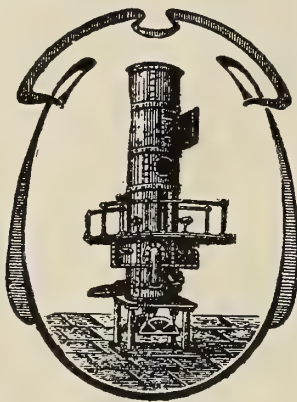
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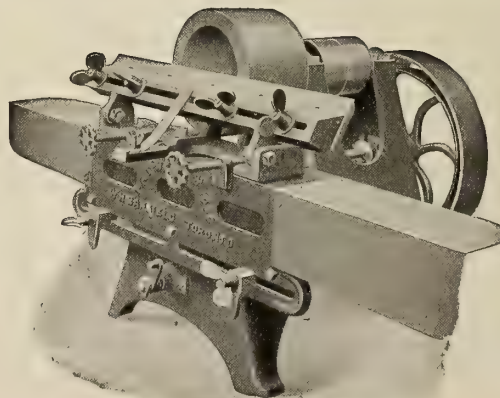
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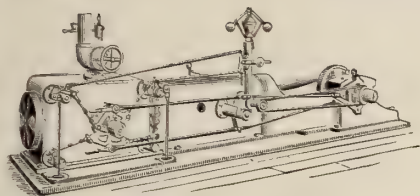
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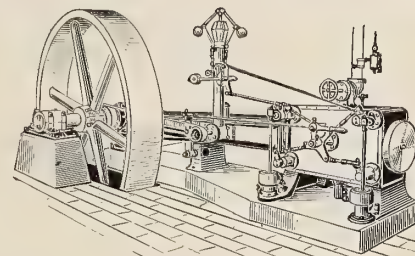
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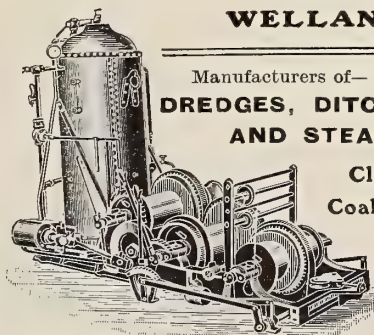
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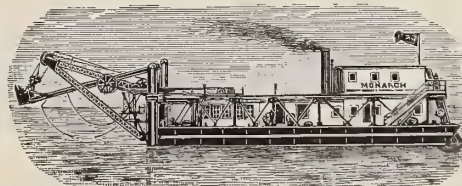


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THE M. LANGMUIR MANUFACTURING CO. OF TORONTO, Limited.

Trunks and Travelling Bags, Telescope Cases, Suit Cases, etc. Steel Sample Cases.

TYPEWRITERS

**UNITED TYPEWRITER CO., Limited.
7-9 Adelaide St. East, TORONTO.**

Sole dealers in "Underwood" Typewriters; also all other makes, new and second-hand; manufacturers of Neostyle Duplicating Machines and supplies. Write for price list.

VARNISHES

THE IMPERIAL VARNISH & COLOR CO., Limited, TORONTO

Manufacturers of
Varnishes, Japans, Fillers, Paints, Enamels, Stains, etc., for all uses.

**International Varnish Co., Limited
TORONTO**

Makers of High Grade Varnishes, Japans, etc.

BRANCH OF
STANDARD VARNISH WORKS
New York, Chicago, London, Berlin, Brussels

WAGONS AND CARTS

**The WILKINSON PLOUGH CO., Ltd.,
TORONTO, Canada.**

Wagons, a full line.
The West Lorne Wagon Co. controlled by The Wilkinson Plough Co., Ltd.
Prices on application.

WATCH CASES

**THE AMERICAN WATCH CASE CO.,
LTD., TORONTO, CANADA.**

Largest Watch Case Factory in the British Empire. Manufacturers of Gold, Silver, Gold-filled and Nickel Watch Cases of every style and size. Goods marketed exclusively through the wholesale trade. Correspondence solicited.

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BECHTELS LIMITED

Manufacturers of the SIMPLICITY line of
Wire Cut Brick Machinery

Capacities up to 100,000 per day. Perfect
Carless Brick and Tile Driers.
Wheel Scrapers Barrows, etc.

WINDOW SHADES, ETC.

GEO. H. HEES, SON & CO, Ltd.,

Manufacturers of
Window Shades, Upholstery Goods, Lace
Curtains, Curtain Poles, Fixtures, etc.
Office and Showrooms,
71 BAY STREET, TORONTO.

DALY & MORIN

Manufacturers of

Window Shades Shade Cloth
Curtain Poles and Trimmings
32 St. Sulpice St. - - - MONTREAL
Factory - - - LACHINE.

WIND MILLS—STEEL

**GOOLD, SHAPELY & MUIR CO,
Limited.**

BRANTFORD, CANADA.

Galvanized Steel Pumping and Power Windmills, Gas and Gasoline Engines, Grain Grinders, Iron and Wood Pumps, Tanks, Water Supplies, Custom Galvanizing.
Automatic Concrete Mixers.

**ONTARIO WIND, ENGINE & PUMP
CO., LTD., TORONTO.**

WINDMILLS, PUMPS, GASOLINE ENGINES,
TANKS AND SUBSTRUCTURES,
WATER SUPPLY APPLIANCES, GALVANIZING.

WIRE CLOTH

**C. H. JOHNSON & SONS, Limited
St. Henry, Montreal**

Makers of
**IRON BRASS and COPPER
WIRE CLOTH**

WIRE WORK

**THE GEO. B. MEADOWS TORONTO WIRE,
IRON AND BRASS WORKS CO., Limited,
TORONTO, ONT.**

Established 1854. Office, 479 Wellington St. W.
Wire Cloth, Wire Work, Ornamental Wrought
Iron Work, Fencing, Bank and Office Railings,
Window Fixtures, Elevator Guards, Mining
Screens, Riddles.

WOOL

**E. T. CARTER & CO.,
83 and 85 Front St. E., TORONTO.**

Wool—Domestic and Foreign.
Cotton and Cotton Warps.

**ROSAMOND WOOLLEN CO.,
ALMONTE, ONT.**

Manufacturers of Worsted Coatings,
Suitings and Serges. Fancy Tweeds
and Overcoatings in Wool only.

WOOLLENS

**THE PARIS WINCEY MILLS CO,
PARIS ONT.**

Manufacturers of All-Wool and Union
Flannels, Coat Linings, Tweeds, Serges, etc.

Cable Address "Therson" Toronto

Telephone Main 2863

THOMSON, TILLEY & JOHNSTON

BARRISTERS, SOLICITORS, etc.

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SOLICITORS FOR THE CANADIAN MANUFACTURERS' ASSOCIATION

Offices—Toronto General Trusts Building
59 Yonge Street

**TORONTO
Canada**

INDUSTRIAL CANADA



ANNOUNCEMENT

To Our Friends:

WE beg to advise you that we have sold the plumbers' supply part of our business. In future we will devote all our energies to our brass factory, where we are manufacturing plumbers' and steamfitters' brass goods, closet tanks, lead pipe, lead traps, solder, brass castings and electro-plating.

Thanking you for the many orders received in the past,

We remain, respectfully yours,

SOMERVILLE LIMITED

Sales Office and Showroom • (Mr. Fred. Somerville), Saturday Night Building 28 Adelaide Street West. Main 7509.

General Office : 284 St. Helens Ave., Phone (Mr. L. Somerville) Park 1687.

Factory • 284 St. Helens Ave., Phone (Mr. W. Keating) Park 2180.

**PUBLISHED BY THE CANADIAN
MANUFACTURERS ASSOCIATION** INCORPORATED.

HEAD OFFICE **BRANCH OFFICES,**

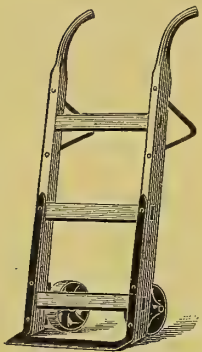
• TORONTO • MONTREAL, WINNIPEG, VANCOUVER, HALIFAX, QUEBEC.

TINNED, GALVANIZED AND JAPANNED

MALLEABLE IRON CASTINGS

OUR SPECIALTY

McKinnon Dash & Metal Works Company
St. Catharines, Ontario



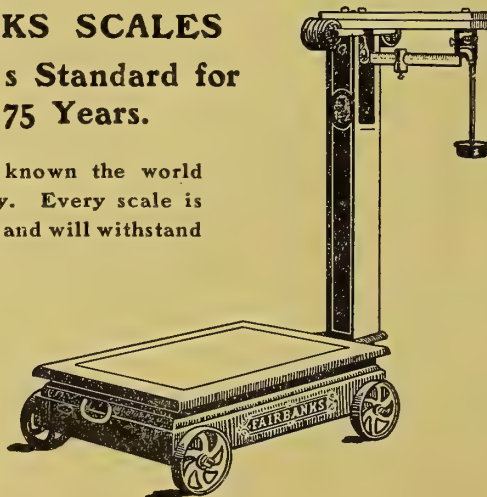
SCALES & TRUCKS

FAIRBANKS SCALES

The World's Standard for
Over 75 Years.

¶ Fairbanks Scales are known the world over for their accuracy. Every scale is built to weigh correctly and will withstand many years' service.

Factory:
SHERBROOKE,
QUE.



TRUCKS

¶ Made from selected Hickory, Ash or Oak. Mortised joints through bolts and steel bound. Two—three—or four wheels Railway, Express, Store, Warehouse or Factory.

THE LARGEST
RAILWAY AND MILL
SUPPLY HOUSE IN
CANADA



The Canadian Fairbanks Co., Limited

Montreal St. John, N.B. Toronto Winnipeg Calgary Vancouver

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Hamilton Bridge Works COMPANY LIMITED

Hamilton, Canada

WILL BE GLAD TO FURNISH ESTIMATES AND PLANS FOR

STEEL BRIDGES

For Steam Railways
Electric Railways
Highways, Etc., Etc.

AND BUILDINGS

For Factories, Offices, Warehouses,
Power Stations, Mill Buildings or
any other purposes

ENGINEERS AND BUILDERS OF

STRUCTURAL STEEL WORK

5000 Tons **Beams, Angles** **Annual Capacity**
of Steel in Stock **Channels, Plates, Etc.** **15,000 Tons**

Any size from 1½ inch to 24 inches, and any length up to 70 feet.

NOTE — We advise that enquiries for any work in our line be sent at the earliest possible time in order to arrange for reasonable delivery.

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MONTREAL STEEL WORKS,

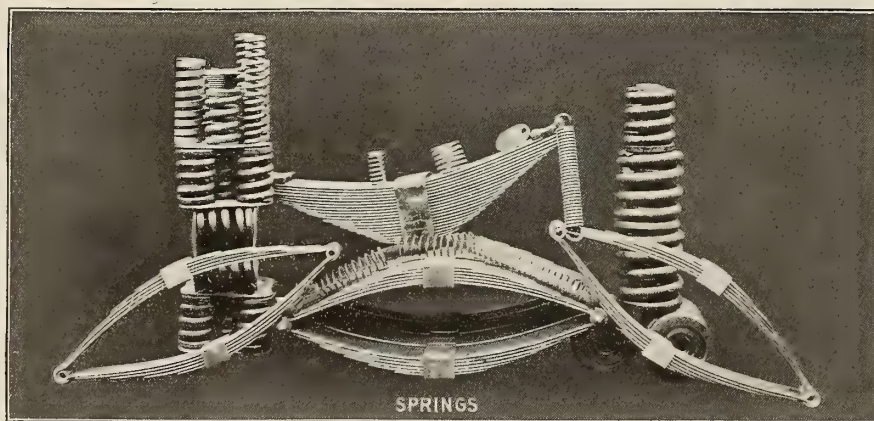
MONTREAL

LIMITED

MANUFACTURERS OF

Steel Castings (Acid Open
Hearth System)Switches and Track
Work For Steam
and Electric Roads

Springs of All Kinds

Manganese Steel
Castings For Wearing Parts, In-
suring Great Hardness
and Durability

Interlocking Plants

Trucks for Electric Cars

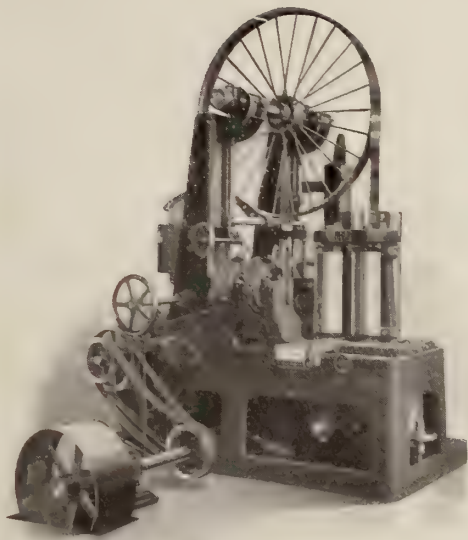
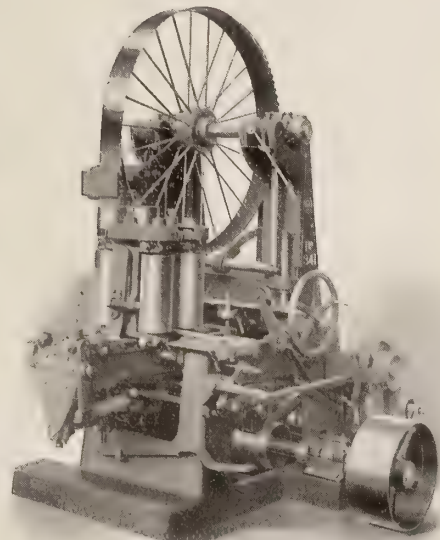
Agents for Canada for THOS. FIRTH & SONS, Limited, Sheffield, England, "Speedicut" High Speed
Steel, Tool Steel, Axe Steel, Saw Steel, Files, Etc.

A Large Stock Carried in Our Warehouse.

Agents for Canada for BARROW HAEMATITE STEEL CO., Barrow-in-Furness, England.

Quotations for Tee Rails, Fish Plates, etc., Promptly Furnished.

Catalogues Sent on Application.

*Berlin 289 Band Resaw**Berlin 341 Band Resaw*

289 HEAVY RESAW 341 UTILITY RESAW

289 HEAVY RESAW is capable of handling the work of any factory or planing mill. It will resaw large timbers or small stock with equal facility and will also make high grade bevel siding. We guarantee it to have 10 per cent. greater capacity than any other resaw carrying the same width blade.

341 UTILITY RESAW is built for work of a varying nature. It is designed for great capacity on box stock, bevel siding, etc. Within its range we guarantee it to resaw as much stock as any other resaw carrying the same width of blade.

The above pictures illustrate only a part of our line. We build good Resaws for every purpose and will be pleased to send you larger pictures and detailed descriptions of any in which you may be interested.

BERLIN MACHINE WORKS, LTD.,
HAMILTON, CAN.

Builders of Berlin

Sanders, Sizers, Matchers, Moulders, Surfacers, Planers, Shapers,
Jointers, Edgers, Rip-Saws, Re-Saws, Saw-Mills.

HEAVY DUTY GOLDIE CORLISS STEAM ENGINES

Are Giving Excellent Service in Canada's Largest Power Plants

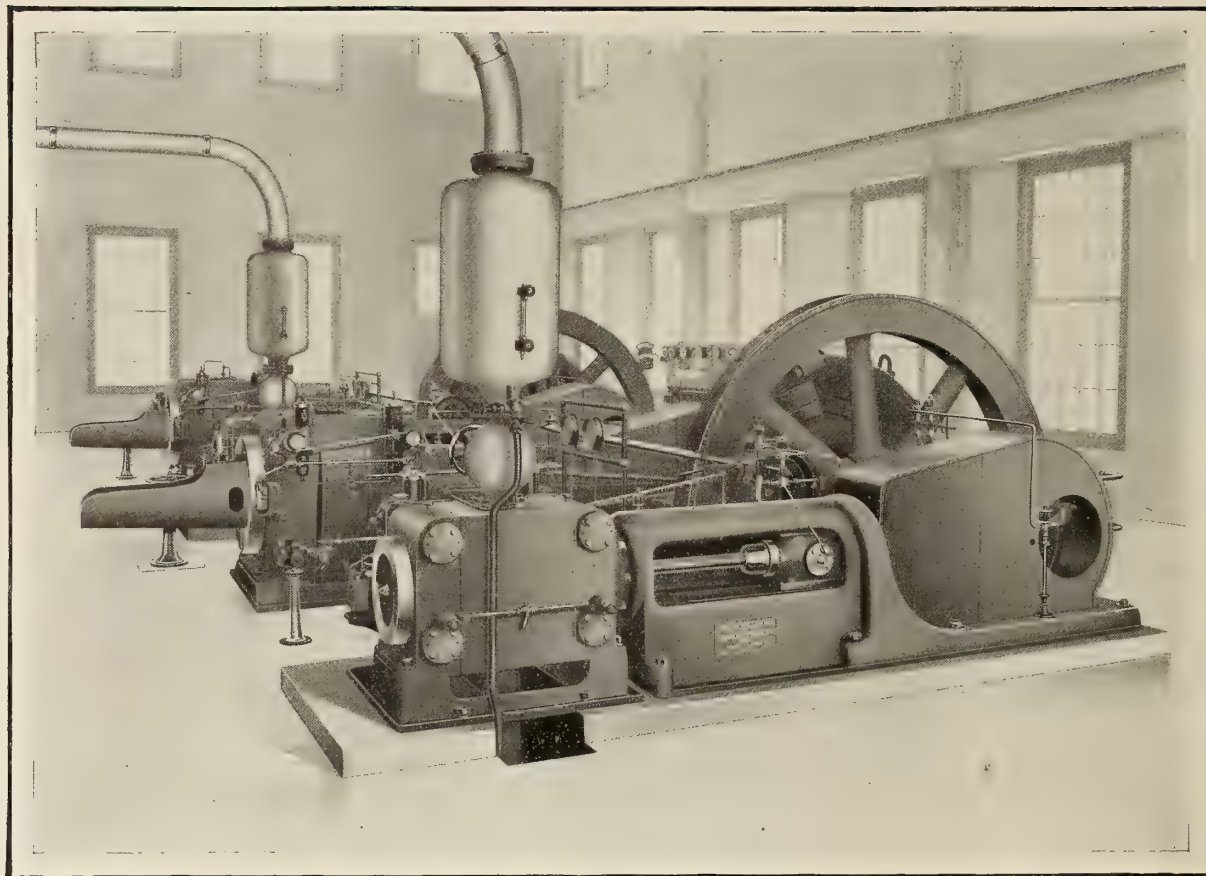


Illustration shows the Power House of the New GRAND TRUNK RAILWAY Shops at STRATFORD, ONT., equipped with

Two Cross Compound Goldie Corliss Engines, Direct Connected

THE GOLDIE & McCULLOCH CO., LIMITED

GALT, - ONTARIO, - CANADA

WESTERN BRANCH
248 McDermott Ave., Winnipeg, Man.

QUEBEC AGENTS
Ross & Greig, Montreal, Que.

B. C. AGENTS
Robt. Hamilton & Co., Vancouver, B.C.

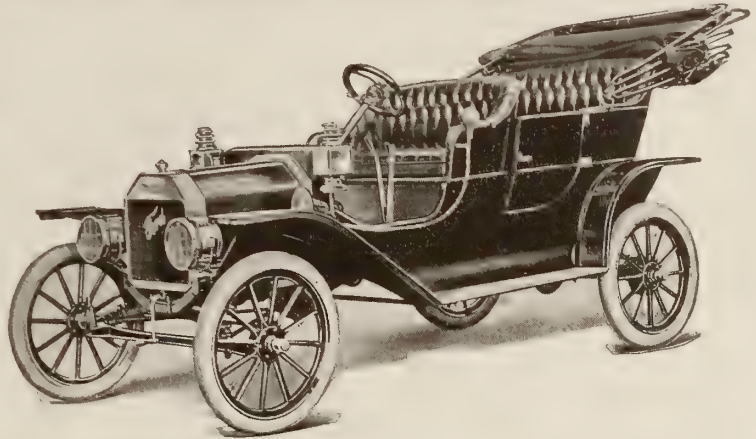
WE MAKE Wheelock Engines, Corliss Engines, Ideal Engines, Piston Valve Saw Mill Engines, Gas Engines and Producers, Boilers, Heaters, Tanks, Steam and Power Pumps, Condensers, Flour Mill Machinery, Oatmeal Mill Machinery, Wood-Working Machinery, Transmission and Elevating Machinery, Safes, Vaults and Vault Doors.

ASK FOR CATALOGUES, PRICES AND ALL INFORMATION

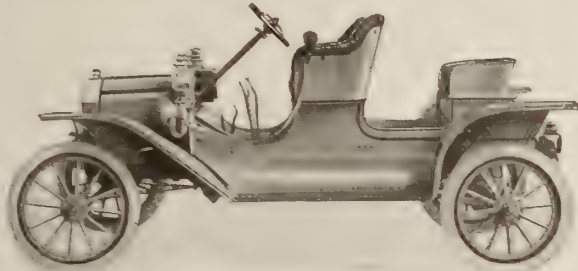
FORD \$1000 TOURING CAR

A family car, capable of carrying five people comfortably. 25,000 Ford cars in actual use constitute the strongest guarantee of satisfaction possible to give.

Manufactured entirely at the Ford Plant



FORD \$975 ROADSTER

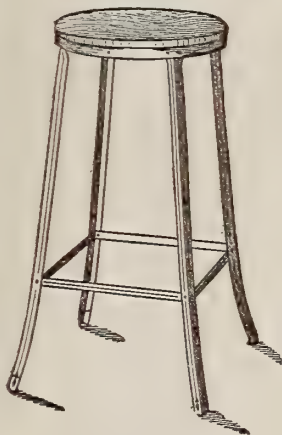


For the physician or the business man whose needs demand a quick, efficient and reliable means of transportation, this car is not only more economical in first cost than any other but is less expensive to maintain, owing to its high grade construction.

Four-cylinder, 20 H. P. motor, shaft drive, low tension Ford magnetto, 30x3½ inch tires, side oil lamps, tail lamp and tube horn.

The Ford Motor Co., of Canada, Limited Walkerville, Ont.
TORONTO BRANCH—53-59 Adelaide St. West

INDESTRUCTIBLE FACTORY STOOL



FRAME,
ANGLE STEEL



We Manufacture

WIRE CLOTH
for all purposes.

LOCKERS

FOUNDRY SUPPLIES

WIRE and IRON WORK

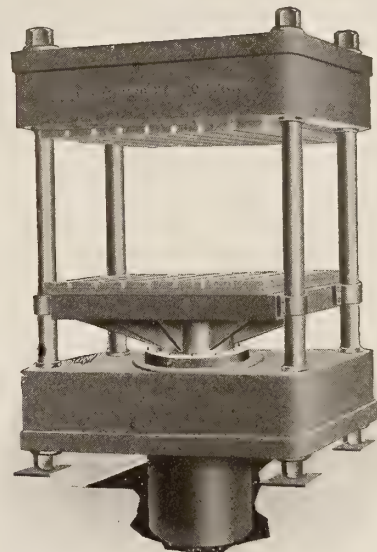


MADE IN FIVE SIZES

WE eliminate all BREAKAGES and YOUR MEN'S TIME in repairing the old wooden "make-shift." The price is very reasonable. Write for particulars.

Canada Wire Goods Mfg. Co.
HAMILTON

Hydraulic Presses Filter Presses



We manufacture presses for almost every purpose requiring pressure, also filters for all purposes

WILLIAM R. PERRIN & CO.
530 King St. E. TORONTO, CANADA

MOOSE JAW

SASKATCHEWAN

Population, 1904, 3,000



Population, 1908, 10,000

The centre of one of the greatest wheat-producing districts in the world. 3,000,000 bushels of wheat raised within twenty-five miles of the city.

Saskatchewan Flour Mills Co. erected mills in Moose Jaw last year at a cost of \$250,000. Output, 1,000 barrels a day. Its product, "Robin Hood" Flour, will make Moose Jaw famous.

Moose Jaw Dominion Lands Office made a world's record in 1908 with 14,728 entries. The rush continues this year as follows:—Entries in January, 642; entries in February, 464; entries in March, 1125. Over 200 strangers crowded the office to make entry on April 1st.

Capitalists are pouring in. Since January 1st, 1909, the Flour Mills have commenced grinding; the Rat Portage Lumber Co., the Coast Lumber Co. and the Rogers Lumber Co. have established distributing headquarters for South Saskatchewan.

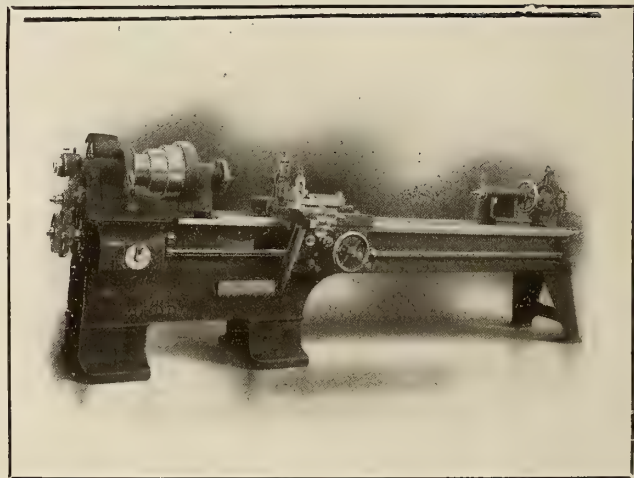
New buildings in sight this year:—Collegiate Institute, \$125,000; Fire Hall, \$30,000; Anglican Church, \$30,000; Y.M.C.A. to be completed, \$80,000; Five Business Blocks, each \$25,000; Fifty Private Residences, each from \$3,000 to \$10,000; Extension of C.P.R. Yards, estimated expenditure this year, \$200,000; Water and Sewer Extensions, \$38,000; other city improvements, \$70,000. In such a growing city there are always openings for investment. For information write to

HUGH McKELLAR, Commissioner Board of Trade, Moose Jaw, Saskatchewan.

A GAP LATHE

To be an efficient tool on large as well as small diameters, must be of substantial construction, and this feature is strongly brought out in our machines.

The bracing of the Carriage is important, and we would ask you to kindly note our Lathes in this respect.



All labor-saving features are embodied, and workmanship is strictly first-class.

WE MAKE ENGINE LATHES AS WELL

PARTICULARS ON REQUEST

THE R. McDOUGALL CO., LIMITED

GALT - - CANADA

SPECIAL to MANUFACTURERS and CAPITALISTS FORT WILLIAM, CAN.

The Mid-Dominion Industrial City and Lake and Rail Terminus offers SPECIAL INDUCEMENTS right now to MANUFACTURERS AND CAPITALISTS for the profitable employment of funds INDUSTRIALLY and otherwise.

FORT WILLIAM is the CHEAP POWER CITY of Western Canada.

FORT WILLIAM has at present 35,000 H.P. available 24 hours each day, 365 days each year; and has 50,000 H.P. in reserve.

INVESTIGATE!

FORT WILLIAM is the only INLAND NATIONAL PORT, and is the ONLY PLACE where the Great Lake Steamers exchange cargoes of Coal, Iron, Merchandise and Raw Materials for the golden harvest of Western Canada.



Kakabeka Falls, the reason for CHEAP POWER at FORT WILLIAM, 180 foot head, 100,000 H.P.



Section of Kaministiquia Power House. FORT WILLIAM.

Fort William is the Lake and Rail Terminus for the three transcontinental railroads and enjoys most favorable freight rates.



FORT WILLIAM sub-station showing transmission lines in duplicate from power house and distributing lines through the city.

FORT WILLIAM has an abundance of raw material at her very door—and can have raw materials laid down cheaper than any place in Western Canada while favorable labor conditions prevail.

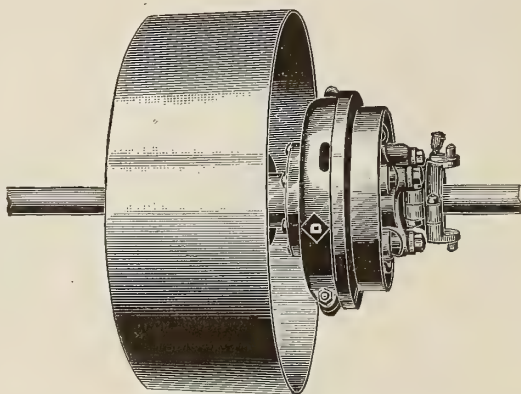
FORT WILLIAM offers TO YOU splendid industrial sites distributed over 26 miles of harbor front and reasonable concessions together, with every advantageous and economic facility, including efficient and adequate Municipally owned and controlled public utilities.

FORT WILLIAM will place you in a better position to participate to the fullest possible extent in the ever-growing markets of Western Canada than any other place in the Dominion.

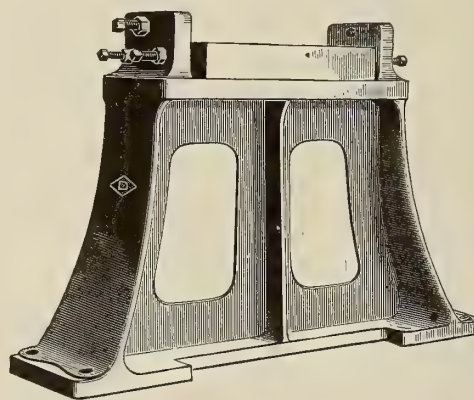
Full information will be furnished promptly by

... DODGE ... TRANSMISSION MACHINERY

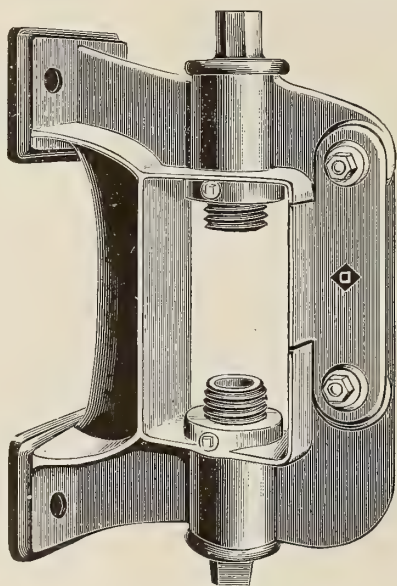
WE MAKE EVERYTHING IN THE LINE



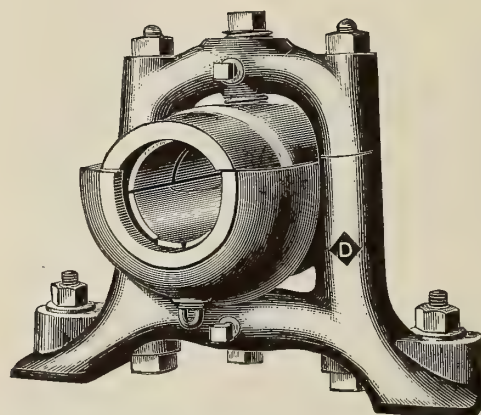
Dodge Friction Clutch Pulley



Dodge Floor Stand



Dodge Ball and Socket Hangers



Dodge Ball and Socket Pillow Block

WRITE FOR OUR GENERAL CATALOGUE B7

DODGE MANUFACTURING CO.

TORONTO

MONTREAL



BERTRAM



Suspension Drilling Machine



THIS machine is intended for attaching to the ceiling or overhead frame, leaving the space below entirely clear so that boiler sheets or large work can be easily drilled.

CAN make immediate shipment of this drill from stock.

Full particulars sent on request.

THE JOHN BERTRAM & SONS CO., LIMITED

DUNDAS, ONTARIO, CANADA

SELLING AGENTS:

THE CANADIAN FAIRBANKS CO., Limited

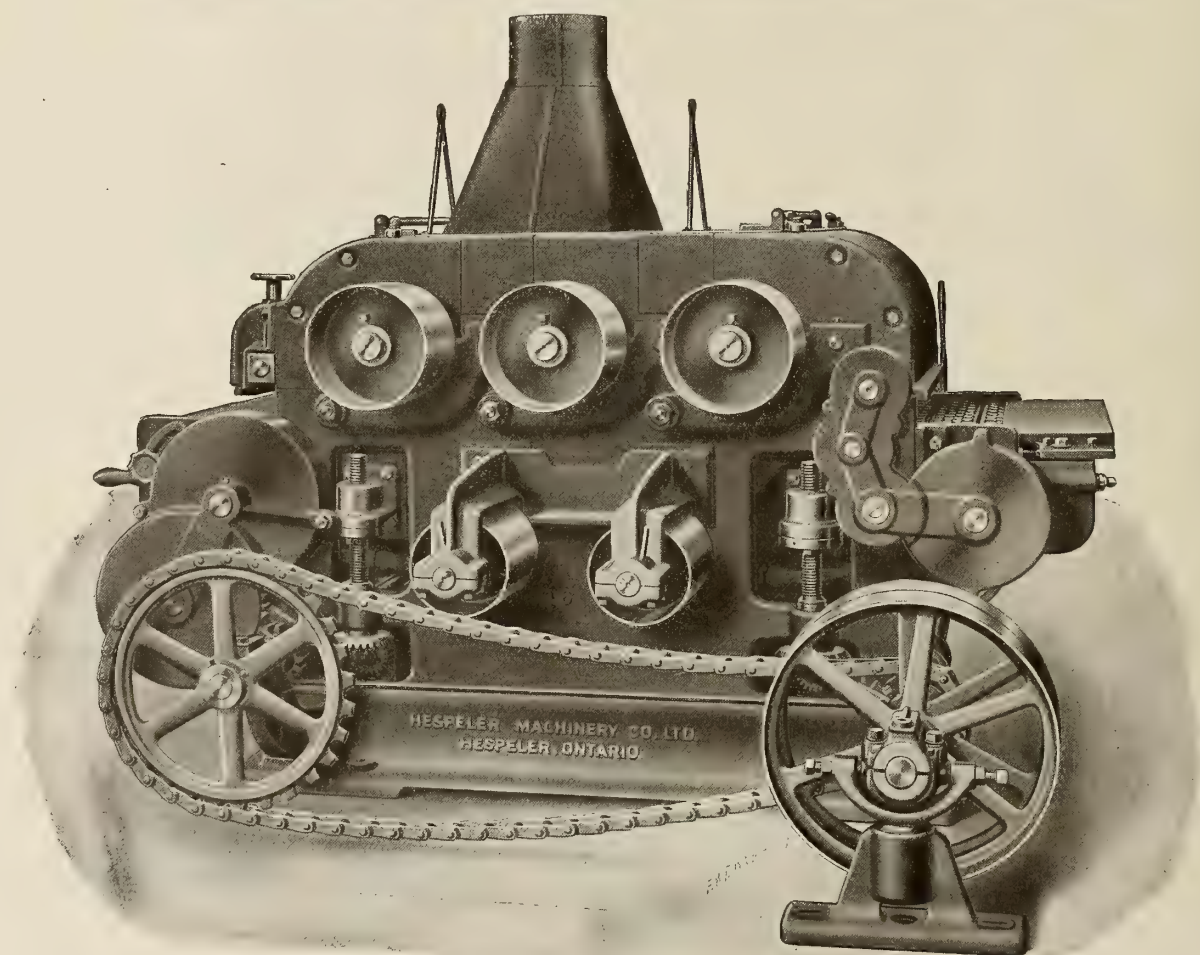
Offices: Montreal, Toronto, Winnipeg, Calgary, Vancouver, St. John

THE SMITH OF SMITHVILLE

TRIPLE DRUM SANDER

A WOOD POLISHING MACHINE *that really polishes*

In competition with the world took the Gold Medal at the World's Fair at St. Louis.



MADE IN CANADA

We are the Canadian licensees and builders of this remarkable wood-working machine, Smith's Patent Revolving Bed Sander. Send for our catalogue giving full particulars. This is a machine that you can't afford to be without.

Hespeler Machinery Company, Limited
HESPELER, ONT.

WHY ARE YOU NOT ADVERTISING IN THE DAILY PRESS?

YOU are a manufacturer. Every day you are turning out of your factory goods which, either directly or indirectly you hope to sell to the people of Canada, in competition with the products of other Canadian manufacturers, or with goods imported from abroad.

You are not getting as large a share of the trade as you might, because of two obstacles, ignorance and prejudice.

Ignorance. People are not buying your goods because they don't know anything about them, or at least anything to distinguish them from the general run of such goods.

Prejudice. Others are not buying your goods because they have a more or less hazy idea that imported goods are better.

A well conducted advertising campaign will dispel this ignorance and break down this prejudice. This is not a theory. It is a fact that has been demonstrated again and again and again.

The articles of common use that you distinguish in your mind from the ruck, and which you ask for when you enter a store, are the articles that have been advertised.

In need of shaving soap you ask for ".....Shaving Soap."

You can't think of Oat Meal apart from ".....Oats."

The fountain pen you buy and use is ".....Fountain Pen."

By the right kind of advertising you can make your products just as well known, just as universally asked for.

The right kind of an advertising campaign begins in

THE GLOBE

Canada's National Newspaper

TORONTO, CANADA

Let us talk over the matter with you. We think we can help you increase your business.

This Summer the Pacific Coast

*is more than ever
attractive*



THE ALASKA-YUKON-PACIFIC Exposition at Seattle—"the Fair that will be ready"—will be a revelation to the Eastern visitor. This latest of World's Fairs exploits the resources of Alaska and the Pacific Coast. ¶ Apart from the Fair, what could be more delightful or of greater educational value than a summer trip to the Pacific Coast? ¶ Picture the wonderful journey! Your choice of rail or lake steamer to Fort William, on through the wheat and prairie empire of the West and a day amidst the grandest mountain scenery in the world, traversing the incomparable Rockies. Then from Vancouver to Seattle a fascinating water trip, by C. P. R. 19-knot steamer. ¶ Every mile and every minute of the trip will be enjoyable on the Canadian Pacific short line. There is no finer train service or faster time. The exceptionally low summer rates simplify the question of expense.

CANADIAN PACIFIC RAILWAY

"THE DIRECT ROUTE"

For Literature, Particulars of Rates,
Routes, and all information, address
R. L. THOMPSON, District Passenger Agent, TORONTO.

*Special
Low Rates*

*May 20 to
Sept. 30*

THE NEW MODEL “DIAMOND” SHAKING and DUMPING GRATE BAR

No Lost Motion.

No Heavy Clinkers.

No Jamming.

Easy of Operation.

A Perfect Dumping Bar.

A Perfect Shaking Bar.



WILL LAST A LIFETIME

Constructed so that they can be placed under any type of Boiler within a short time. No extensive alterations to brick work.

Will burn any grade of fuel with a minimum of waste. The grate has a greater air space than any other, therefore better combustion.

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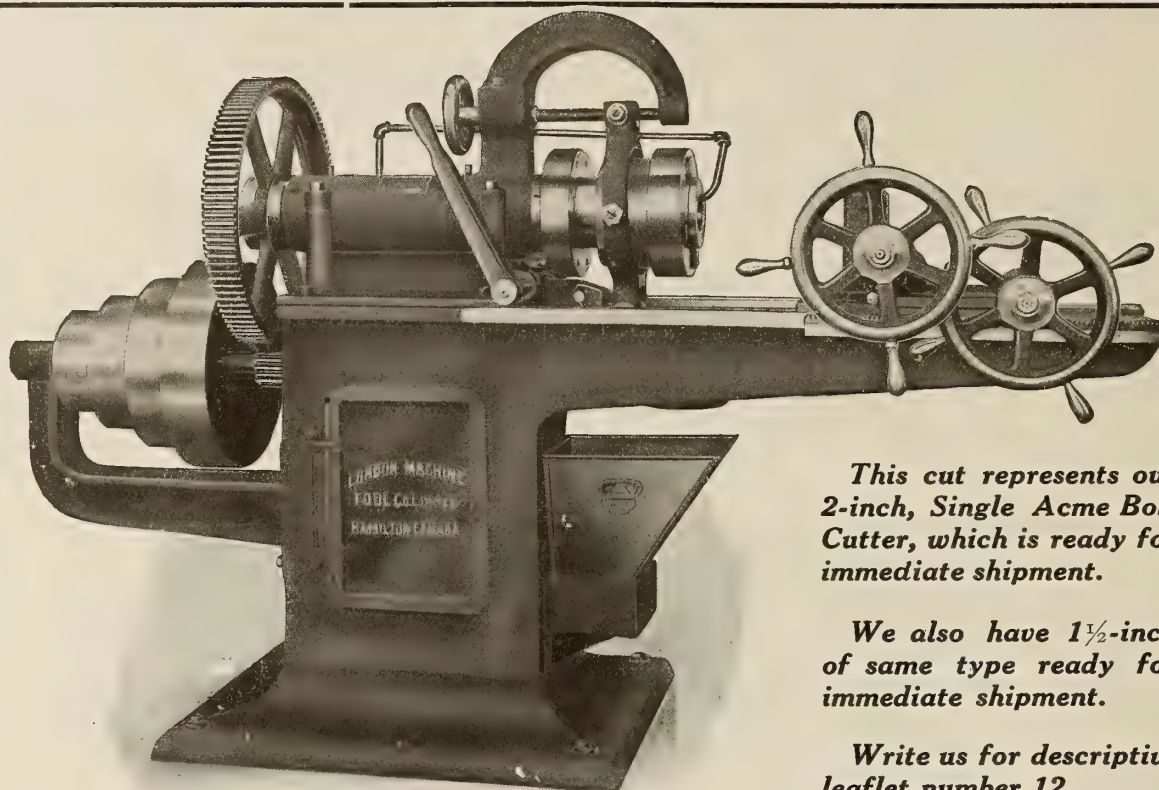
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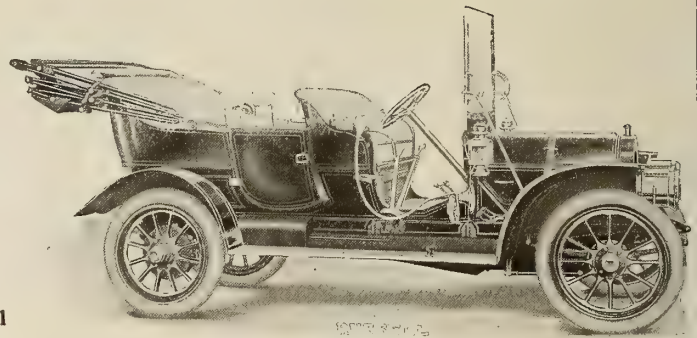
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INDUSTRIAL CANADA

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INCORPORATED.

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COMMENT OF THE MONTH.

License Necessary in Manitoba.

ATTENTION is directed to an Act respecting the licensing of Extra-Provincial Corporations, passed at the last session of the Legislature of the Province of Manitoba, which is to become effective on the first day of November, 1909. As will be seen from the following clause, which contains the pith of the new measure, Manitoba is simply falling into line with the other Provinces, which for some years have had Acts of a similar nature on their Statute Books:

"No extra-provincial corporation coming within class V. or VI., shall carry on within Manitoba any of its business unless and until a license under this act so to do has been granted to it, and unless such license is in force; and no company, firm, broker, agent or other person shall, as the representative or agent of or acting in any other capacity for any such extra-pro-

vincial corporation, carry on any of its business in Manitoba unless and until such corporation has received such license and unless such license is in force; provided that taking orders for or buying or selling goods, wares, and merchandise by travellers or by correspondence, if the corporation has no resident agent or representative and no office or place of business in Manitoba, shall not be deemed a carrying on of business within the meaning of the Act; provided further that this section shall not apply until the first day of November, A.D. 1909, to any such corporation which at the date of the commencement of this Act is carrying on business in Manitoba; provided also that the onus of proving that a corporation has no resident agent or representative and no office or place of business in Manitoba, or that it was at the date of the commencement of this Act carrying on business in Manitoba, shall, in any prosecution for an offence against this section, rest upon the accused."

Up to the present time it has only been necessary for an extra-provincial company to take out a license in Manitoba providing it desired to hold real estate and use the Registry and Land Titles Office. Clause 21 of the new Act provides that the fees shall be determined by the Lieutenant-Governor in Council. The schedule has not yet been drawn up, but members will be advised through INDUSTRIAL CANADA as soon as they are known.

Canada's Immigrants.

A TORONTO newspaper has estimated that the 70,000 immigrants which Canada will get from the United States this year will bring into the country on an average \$1,000; that is, they will, in the aggregate, add \$70,000,000 to our national wealth. The estimate is probably too high. What the newspaper man should have said was that the average wealth per family would be \$1,000; with a total, consequently of, roughly speaking, \$14,000,000. Great as this sum is, it is inconsiderable compared with the supreme fact that these immigrants

are experienced farmers who can start in, the day they arrive, and produce a crop during their first year. The wealth-producing ability of these people is a thing to be reckoned with. During the past five years the average immigration into Canada has been upwards of 175,000. For the period it has been over 875,000. Quite apart from the natural increase, these people have added approximately one-seventh to the national purchases of clothing and boots, stoves and furniture, farm implements and machinery. At the very least one million more pairs of shoes will be bought this year than in 1904. Canada has not so many shoe factories that this business will not be noticed. Immigrants, moreover, do not, as a general thing, bring in their home effects. No matter how humble the shack is in which housekeeping is begun, a stove, furniture and utensils of various kinds are requisites from the first day. Farm implements must be bought and all kinds of supplies laid in. A leading official of the C. P. R. has estimated that with a normal crop, the Canadian West will produce this year 15,000,000 bushels of wheat more than last. This is a very moderate figure, considering the number of new settlers that are coming in. Yet it means almost as many dollars to the country, for the prospects are for dear grain. Canada's wheatlands, with their invitation to the farmers of the United States and Europe, are a mighty asset.

Canada and the West Indies.

THE great difficulty about the West Indian trade problem, and with this is to be considered that of British Guiana, is that the interests of various colonies are diametrically opposed. One island produces fruit almost exclusively, as is the case with Jamaica. For fruit growers the New York market is essential. The United Fruit-Co., of New York, runs a daily steamboat service to Jamaica and the fruit is laid down in its chief market a few hours after it is picked. Hence Jamaica will not consider the granting of a preference to Canada for fear of a retaliatory duty on the part of the United States. If Jamaica was debarred from the United States market she would be ruined. At the opposite end of the scale are Barbados and British Guiana, whose chief product is sugar. In the year 1907-8, 89.11 per cent. of the sugar production of British Guiana came to Canada and not a single ton was sold to the United States. The records of Barbados are very similar. So that the preferential idea with this group meets with the utmost favor. They have nothing to fear from any country through a retaliatory tariff. Between the two extremes are the islands whose products are more varied. Trinidad produces sugar and asphaltum; St. Vincent produces sugar, cotton, cocoa and arrowroot; and so on down the list. For the present it seems impossible to reconcile the divergent interests of these groups. The fruit-growing islands, while entertaining the utmost friendliness to Canada, have expressed in no uncertain tones that they cannot at present enter into a preferential arrangement with this country. On the other hand, business men who visit the West Indies are invariably as-

tounded at the latent possibilities for trade which they offer. There is only one course open to us. If some colonies are unalterably opposed to closer trade relations while others are favorably inclined, let us enter into a reciprocal preferential scheme with those which are willing, always keeping the way open to any island whose economic conditions may so change as to make its adherence to the preferential group possible. Hitherto Canada has waited for some united action on the part of the West Indies. Consequently no progress has been made. Let us now negotiate with the separate islands and see if this mutually beneficial trade cannot be kept within the Empire.

Increase in Cost of Workmen's Insurance.

AN advance in premium rates out of all proportion to the added liability has been made by the Accident Insurance Companies of New Brunswick, in consequence of the operation of the new Workmen's Compensation Act, which went into effect last November. In the case of tanners, the rate has been increased 400 per cent.; in other lines the increase has been as high as 500 per cent. As a matter of fact, the number of industrial accidents in New Brunswick is very low. Outside of railway construction work, there are practically no foreigners employed, and it is among the latter that most trouble is found. Nor is there anything particularly drastic in the Act itself. While the liability has been extended somewhat, the amount in individual cases has been limited to the extent that a man cannot collect in case of disability more than half his weekly wages, the maximum of \$1,500 remaining as in the old Act. The insurance companies appear to be exaggerating the importance of the Act for the sake of exacting heavy dues from employers. They have overreached themselves, however, with the result that several manufacturers have decided to carry their own risks. Employers state that there has been little or no increase in accident claims since the measure went into effect.

The Value of a Tariff.

A TWO-COLUMN article in a recent issue of The Globe, Toronto, contained a striking proof of the value of a protective tariff to the industrial welfare of a country. It told of the eighty or more branches of United States factories which have been established in Canada because of the present tariff. The capital of these branches has been estimated at \$125,000,000, while every day sees an accession to the ranks, increasing still further this immense total. We cannot be blind to the value of this. It means that one hundred and twenty-five millions of dollars have been expended on buildings, machinery, and equipment, practically before a wheel was turned. All this represents an outlay that would not have been made in this country if the manufacturers of the United States had had free access to our markets. This investment, however, is in value as nothing compared with the results which flow in industry and the employment of

productive labor from the establishment of the factories. In 1905, according to the Government Census, the total capital employed in manufacturing industries in Canada was \$833,916,155. United States capital then represents about one-sixth of the whole. Following this through, it may fairly be assumed that these factories which have been established here in consequence of the tariff are responsible for one-sixth of the total output of our manufactures, and also for one-sixth of the wages paid. That is to say, annually goods to the value of \$119,725,434 are made, and 65,422 employees earn \$27,516,668, because we have decided, even in a moderate way, to make what we consume, in our own country. Twenty-seven millions of dollars paid out in wages throughout the cities and towns of Canada count mightily in a nation of not more than seven millions. Nor does this tell the whole tale. The difference between the labor cost and the value of the products is largely represented by raw material. Now the raw material of any one manufacturer is the finished product of some other. Labor has been put on it representing easily half of the difference. Because factories were established in Canada much of this raw material was purchased in Canada and Canadian labor profited. Of course this does not exhaust the benefits which the tariff has conferred upon Canada. Quite apart from the opening of

Still Ho

FISCAL
JURY

Juryman Bull: W'at I wishes
most hobstinate, wrong 'eaded men

branches of foreign manufacturers, Canada has developed through the prosperity of her native factories, whose wheels were kept running because the home market was to a large extent reserved for them. The development, strengthening and broadening of our manufacturing industries is in importance next to the opening up of our agricultural lands.

Germany Sees Her Error.

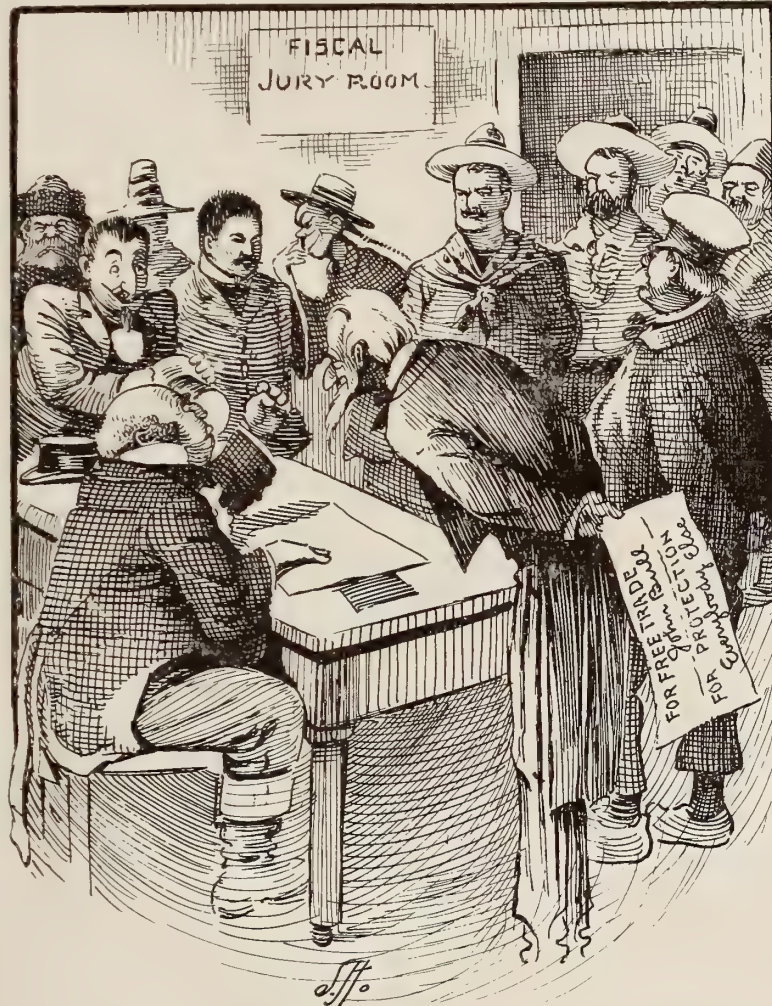
SOME years ago, when Canada's foreign purchases were not so great as they now are and when her internal strength was little appreciated, Germany undertook to

punish her for granting the Motherland a tariff preference that was not extended to other countries. Her displeasure was shown by removing Canada from her most favored nation list. Instead of withdrawing the British preference and thus regaining the favor of Germany, Canada promptly replied by placing a surtax of one third on German goods. There are iron fists in trade and iron fists in war. Germany seems to use them with equal readiness, but not with equal success. In the years which have passed since the tariff disagreement began, Canada's foreign trade has gone ahead by leaps and bounds, but

Germany has not profited by it. Instead, what ten years ago was a very considerable trade has steadily decreased, in the face of increasing sales by almost every other country in the world. German business men have now come to recognize that Canada cannot be coerced. They have come to recognize, too, that the Canadian market is one to be coveted. Canada purchased goods to the value of \$351,879,955 in 1908, of which about six millions were supplied by Germany — approximately one-sixteenth of the whole. The trade war which they deliberately provoked has been carried on at an enormous loss to them. A German - Canadian Association has recently been formed in Berlin with the object of securing relief from the effects of their fatuous policy. Having failed to intimidate, they

would now woo. But there are reasons for allowing Germany to stew in her own juice for a while longer. Both from a purely Canadian and from an Imperial standpoint it is desirable that existing conditions be maintained. In the first place competition from Germany is particularly insidious. A recent investigation carried out with the utmost accuracy by the British Board of Trade shows that average wages in Germany are twenty-five per cent. less even than in England. Workmen can work at these figures only by stinting themselves, not of the luxuries of life, which are of course altogether beyond them, but of the barest necessities. We are told that the average German

Still Holding Out



Juryman Bull: W'at I wishes to hobserve is that you are eleven of the most hobstinate, wrong 'eaded men I hever met.

workman takes meat not more than twice a week. Such food would not be sufficient to maintain life in Canada, with its months of winter cold. Therefore, we must protect Canadian workmen against the products of this starvation labor.

Again, the prosperity, indeed their very existence as part of the British Empire, of some of the islands of the West Indies, depends upon preserving the *status quo*. The surtax on German beet sugar, and the preferential treatment of West Indian and British Guiana cane sugar have raised some of these islands from a position of hopeless discouragement to one of active industry. For the fiscal year ending March 31st, 1908, Canada purchased from these colonies raw sugar to a value of \$7,608,634 out of a total purchase value of \$8,950,400. Were it not for the special conditions provided by Canada this sugar would be supplied by Germany and the West Indies would suffer. A movement is now on foot to establish still closer trade relations between the West Indies and Canada. Until this question has been settled it would be impolitic to enter into any negotiations, howsoever informal, with a view to establishing a more favorable connection with Germany. Sir Richard Cartwright has stated that German business men have discussed the matter with him. In this country, we believe, there is no general desire to have the question re-opened for the present.

A Declaration of Principles.

THE North American Conference, consisting of representatives of the United States, Canada, Mexico and Newfoundland, assembled at the suggestion of Mr. Roosevelt, adopted a declaration of principles. The document, which does not consist of anything as formal even as a series of resolutions, affirms the responsibility of the nations on this continent to conserve and protect their natural resources. This national and governmental responsibility which is set up, is a long step in the right direction. The gist of the whole memorandum is given in the opening paragraph: "We recognize the mutual interests of the nations which occupy the continent of North America, and the dependence of the welfare of each upon its natural resources. We agree that the conservation of these resources is indispensable for the continued prosperity of each nation." Natural resources were defined as all materials available for the use of man as means of life and welfare, including those on the surface of the earth, like the soil and the waters; those below the surface, like the minerals; and those above the surface, like the forests. These resources, it was held, should not be considered the property of any one generation, but should be developed, used, and conserved for the future, in the interests of mankind. With true Western recklessness we on this continent have been destroying that which stood in our way, irrespective of its future value; for the sake of clearing a few acres of land we have jeopardized the flow of valuable streams; without consideration for the future we have hewed and mined in prodigal fashion.

It is time to call a halt. A national stock-taking is due. The work which has been undertaken belongs essentially to the government. It is usually in the individual's interest to cut the tree, without planting another, or to strip a mine for instant profits. The Government, as the trustee for future generations, must place limitations on the people of to-day. Its stewardship must be such that streams will flow and irrigate the land a hundred years from now, as well as they do to-day. The Conservation Conference recognized this responsibility.

The Grand Trunk Statement.

SIR CHARLES RIVERS-WILSON, President of the Grand Trunk Railway, in replying to a shareholder's suggestion, at the annual meeting, held a few days ago, claimed that it would be foolish to elect Canadians to the Board of Directors, because Canadians were only customers of the road, not shareholders. He went on to point out that there were 65,000 shareholders in Great Britain, and not a thousand pounds of stock was held in Canada. The interest of the shareholders, he said, was best looked after in London. There the incident seems to have closed. Meanwhile the C. P. R., with its all-Canadian board, is paying on its common stock six per cent dividend, with a one per cent. bonus, while the English-managed Grand Trunk doles out a slender 4 per cent. on its guaranteed stock, 5 per cent. on its first preference shares, and 2 1-2 per cent. on its second preference, while the third and fourth preferred and the common stock get nothing. The Grand Trunk will labor under a serious handicap so long as Canadians are considered as "merely customers." They are more than that. They are the donors of valuable franchises and gifts; they have built up industries and towns in their confidence in the Grand Trunk, and the welfare of the road is of vital interest to them. Moreover, the policy of the road is of interest as governing to a large extent the efficiency and ultimately the cost of the service supplied. The very fact that the President could state that not more than one thousand pounds of stock was held in Canada convicts the Board of failure. If the road was what it should be, the people of Canada would be clamoring for stock. Advice from outside usually receives a frosty reception. Criticisms which have appeared in Canadian papers time and again, in which the addition of Canadians to the directorate was advocated, have been coldly disregarded. Yet there is hope that the leaven which the shareholder's suggestion at the last meeting shows is at work, will so leaven the mass that Sir Charles Rivers-Wilson himself may come to see the advantages of a change. Men who know Canada are needed in the councils of the Grand Trunk.

Mr. Hill's Tariff Principles.

NOW that every railway has its international connections, railway men have become enthusiastic free traders. J. J. Hill was the first to see the advantage to

both countries if he were allowed to carry the products of Canada and the United States back and forward without let or hindrance. The fact that this attitude was assumed by the President of the Great Northern only after he had secured an entrance into two of the Western Provinces of Canada is somewhat significant. His advocacy of free trade is quite intelligible, but it comes from no consideration of the effect it will have on the two countries in question. Mr. Hill is cosmopolitan enough not to worry his head on that score. He sees the additional tonnage that would come to his lines if the United States supplied the

Canadian farmers with their farm implements, their clothing, their furniture, and whatever else they use; and if his returning cars carried the grain of Manitoba and Saskatchewan and Alberta to the flour mills of Minnesota. Free trade would no doubt increase the Great Northern earnings, but a tariff policy must have more than that to commend it before it will win favor in this country. The questions which must be answered by the Hill economists are, "What compensation will Canada get for this transfer of industry to the United States, for the loss of thousands and tens of thousands of workmen with their families who formerly made what the West consumed?" and, "What compensation will she get for sending her wheat to be ground in foreign mills instead of grinding it at home and selling the flour at the

increased price?" These questions have not been answered.

We now have a sphinx-like utterance from Mr. D. D. Mann, of the Canadian Northern, entitled, "Canada and Reciprocity," published in a recent issue of *The Saturday Evening Post*. Mr. Mann devotes most of his attention to showing that in the years to come it will be necessary for the United States to admit Canada's natural products, such as coal, iron-ore, lumber and pulp-wood and food-stuffs, free of duty. This is safe ground. United States manufacturing industries have grown so enormously that the end is in sight for some of their raw materials, and it will not be many years till they will be of necessity im-

porters of wheat. All this does not in any material way affect our Canadian tariff policy. Reciprocity which consists in the United States admitting our raw materials free of duty on condition that we admit their manufactured goods on similar terms is not worthy of consideration. Canadian opinion is well expressed in Sir Wilfrid Laurier's statement that Canada will never again appear at Washington as suitors for better trade relations. Concessions must come from the other side. When Mr. Mann, then, says that the tariff is not a closed book between the two countries, he should qualify his statement. The tariff

is a closed book, as far as Canada is concerned, until such time as the prohibitive tariff of the United States is reduced, not only in the case of natural products and raw materials, but also in the case of manufactured goods.

Dead Ashes



There is no fire in the ashes of reciprocity.

Where an Export Trade Helps.

LAST year a number of Canadian factories were kept running through their export orders. They were about the only plants that were employed continuously. Last year's experience has its lesson. Business is not always good at home. Excellent as our climate and soil are, they cannot be counted upon every year to produce bumper crops. For various reasons our fishing and lumbering industries in occasional years may fall below the average. At these periods manufacturers are bound to suffer in

the home market, for through lack of employment and lack of production the public have not got the money to buy manufactured goods. Seldom, however, does a depression extend over the whole world. A crop failure in the United States, while bringing trade disaster to that country, would rather accentuate the prosperity of Canada, or the Argentine, or Russia, for they, with normal crops, would get the benefit of higher prices in consequence of the United States shortage. So, if low water in Canada made it impossible to market a winter's cut of timber, other timber-producing countries would wax fat during our period of eclipse. The burden of

these statements is that there is almost always a market for manufacturers somewhere, if the manufacturer is only in a position to reach it. But a foreign connection cannot be developed in a day, and he who leaves the question of an export trade till the home market fails him will have small chance of gathering in any of the business offered by more prosperous foreign countries.

Time and Trouble Required.

TAKE the case of Australia. It requires at the very least six weeks for an exchange of letters between that country and Canada. One swallow does not make a spring; no more does one letter make an export trade. The ground has to be broken, the market has to be studied, the requirements have to be learned, and an article has to be produced which will meet those requirements. Then it has to be made at a price which will permit of its sale at a profit, in competition with the world. After that it has to be sold; a selling connection or organization has to be developed which will carry on the work at the other end of the line. All this takes trouble and time, and unless a manufacturer makes up his mind in advance to take this trouble and time, it will be better to stay out of it altogether. The man who just flirts with an export proposition, only to throw it aside as soon as something of interest at home attracts his attention, is doing an irreparable harm to his fellow-manufacturers. The reputation for that kind of thing soon becomes affixed to a whole nation. That it is done is shown by the constant protests which reach the ears of Canadian trade commissioners abroad, and we have more than once heard the complaint from other sources. The work must be taken up seriously and deliberately.

Now is the Time.

THE present summer will be a favorable time for organizing an export business. Early in June the Trade Index Number of INDUSTRIAL CANADA, containing revised schedules of Canadian manufactures, will be distributed extensively among the importers of all countries with which Canada does business. This will serve as a stimulus to Canadian trade. The Index should be supplemented by active, aggressive, individual effort. Facilities are offered by the Canadian Government, through the Department of Trade and Commerce, for getting reports on trade conditions. The Department will, on request, cause special inquiries to be made by the Trade Commissioners and Commercial Agents into any subject of general interest. A weekly report is issued containing interesting statements and statistics from these representatives. Steamship lines are subsidized and a cable service to Australia and New Zealand is supported. The Canadian Manufacturers Association, on its part, gives a valuable service in supplying credit reports on any foreign house in the world, and also by providing for the prompt transla-

tion of foreign correspondence. The tools for working out an export trade are supplied. It rests with the manufacturers to use them.

The Freer Trade Conference.

NOTHING of consequence eventuated at the Conference on Freer Trade Relations, which was held in Detroit a week or two ago. One section of the delegates urged that an attack be made on certain definite schedules in the Payne Tariff Bill now before the Senate. The majority, however, were satisfied with drawing up resolutions affirming the desirability of freer trade between the two countries. The meeting was attended chiefly by business men in the border states. Among these, for some years, there have been sporadic agitations, led chiefly by Governor Douglas, of Massachusetts, and a few other New England manufacturers, for a lowering of the tariff wall. That the movement was neither deep nor wide-spread was shown by the Bill now before the tariff-reform Congress. It has been figured out that the new schedules would have raised \$9,000,000 more than the old tariff, on last year's imports. Not even the leaders in the movement seem to appreciate Canadian sentiment on this subject. Freer trade relations or reciprocity, according to their idea, consists in the United States removing the duty on raw materials in consideration of Canada doing the same on manufactured products. Forty years ago such a proposition would have been favorably received. In the intervening time Canada has realized her possibilities as a manufacturing country, and she will never again subscribe to an agreement the outcome of which would be to consign her exclusively to the ranks of the agricultural nations. A broader and more self-satisfying national development has become possible and Canadian ambition has marked out a future which is far other than that of growing her grain, mining her ores, and felling her trees, to feed to the insatiable mouths of United States factories. Canada's aspirations are all in the direction of supplying her own wants by the industry of her own hands. Until advocates of freer trade come to recognize this sentiment, they will find their efforts barren.

Send in Your Catalogues.

MANY manufacturers have forwarded their catalogues to this office, for transmission to the Reference Department of Toronto's new Public Library. There are some still who have not complied with the request of the Chief Librarian, and to these we would urge the importance of having this record of Canadian manufacturers filed in some definite place where the contents will be readily accessible. The more prominently the breadth of Canadian manufactures is brought before the general public the less likely they will be to buy from abroad. This is just one phase of the Made-in-Canada campaign. It is a means of letting the people know.

A RIVAL IN TRANSCONTINENTAL TRAFFIC

Elder Dempster & Co. and the Canadian Mexican Steamship Co. have arranged for a Combined Service via the Tehuantepec National Railway. First Vessel leaves Montreal on May 14th.

WHAT is the Tehuantepec Route, about which we have been hearing so much of late? What interest has a railway across Central America for Canada? Strange as it may seem, this same far-away ribbon of railway may be the most effective link between Eastern and Western Canada. It may be that which will hold the Western market for Canadian manufacturers. And by Western is meant not alone British Columbia, whose market in years to come will be coveted by many a nation, but all that fruitful wheatland of Alberta for which British Columbia is the natural distributor.

British Columbia is not buying Canadian-made goods. Why? Because she can buy European goods more cheaply. Because, although she pays the same price for goods in England as in Montreal or Toronto, the difference in freight rates in itself provides a fair profit. In certain classes of goods it costs twice as much to ship from Montreal to Vancouver, by rail, as it does to ship from Liverpool to Vancouver, the latter by boat via the Suez Canal. A boat will encircle half the earth and yet deliver the goods at half the charge made by a railway to traverse a continent.

The question of transportation is all-important. Under existing conditions many manufacturers have withdrawn from the field. The rail route, which was the only route except by way of England, was prohibitive.

That gives the clue to the general interest in Tehuantepec. The Mexican railway, running across the narrow neck of land from ocean to ocean, makes possible a service from Eastern to Western Canada which will remove the difficulties of the long rail haul and yet be free from the enormous distances and consequent slowness and infrequency of service of the Suez or Cape Horn routes. A steamship line running from Eastern Canada and connecting with a steamship line on the Pacific by means of a well-equipped short railway, seems in a fair way to solve the difficulty.

This service has now been practically arranged. The Elder, Dempster Company, which has been for some time running a

line of boats to Mexico, will, it is believed, continue its service down to Puerto, Mexico, the Atlantic terminus of the Tehuantepec National Railway.

On the Pacific, the Canadian Mexican Pacific Steamship Co. is giving a regular service to Salina Cruz, the Pacific terminus of the railway. It is now understood that a working agreement has been reached for a through service from Montreal and St. John to Victoria and Vancouver, between these two companies, and that a through rate will be quoted on all lines of freight.

An element is thus introduced into the Canadian shipping world which will have a far-reaching effect. Eastern Canada is put on a parity with Europe in the fight for the Western market. By the joint service freight should be delivered in Victoria in thirty-five days from Montreal. This is not so much longer than the railway service as to render it impracticable in many cases.

The fact is that the big cargoes are being unloaded day after day at these ports, which have been on the ocean half as long again, in the journey from England around by China and Japan. The time will not operate adversely, because the time will be much shorter than

that now taken by much of the imports.

What the effect will be on the transcontinental railways

remains to be seen. A competitor which is bound to influence their attitude to the business has been thrust into the arena. Whether they will make their rates favorable enough to attract shipments their way is problematical. The cost of railway traffic is necessarily higher than that by water. The service is worth more on account of its speed and frequency. Several considerations are bound to come in, and the shipper has to shape his course after estimating the advantages and disadvantages of all methods available.

Certain it is that manufacturers doing business with British Columbia must investigate the new service. Its only reason for exist-

ence is the giving of cheaper rates. If it does this it is of interest to shippers.



General Manager Warsnop of the Canadian Mexican Steamship Line.



The Lonsdale, which Plies Between the Pacific Terminus of the Tehuantepec Railway and British Columbia Ports.

HOW TO MARK AND PACK FREIGHT

Some Shippers do not Know How to Mark and Pack Freight, While Others do not Care. Some Examples of what Should be Avoided are Shown Herewith.

SOMETIMES, it must be admitted, freight is lost or damaged through causes over which the railways have little or no control. In many cases shippers have none but themselves to blame for the failure of shipments to reach their destination or for their arrival in a deteriorated con-

dition. They do not arrive in good condition because they were not started out right.



No. 1.—A Poorly Made Barrel.

dition. They do not arrive in good condition because they were not started out right.

Claims for damages or non-delivery are a fruitful source of worry and contention to all parties. There is little hope that they will ever be entirely eliminated, but it is at least possible to curtail their number and do away with the most contentious among them.

The two chief causes of trouble are bad marking and bad packing. If a package is decorated with three or four addresses, all more or less legible, it is little wonder if a mistake is made in the freight department of the railways and a wrong name and town are chosen for the destination. Much worry follows, accompanied by expensive delays, handling and searching, until at last the shipment is located and forwarded to the right address.

In such cases the railways are not blameworthy. They are desirous of giving the best possible service. They are the ones who are put to the extra expense of tracing and transshipping. They have been the victims of bad marking on the part of the shipper.

Bad packing is an equally troublesome source of complaint. In some cases of damage through containers breaking the blame will never be apportioned satisfactorily between the inadequacy of the packing and the unnecessarily rough usage of freight handlers.

Shippers must accept the situation that freight is not handled with kid gloves. Packages are for the most part too heavy and cumbersome for gentle treatment. Teamsters and freight handlers throw and no doubt will indefinitely continue to throw parcels around with little consideration for their contents. It is a rough and ready business, in which cars have to be loaded and unloaded in a hurry and every shipment has to be handled at least

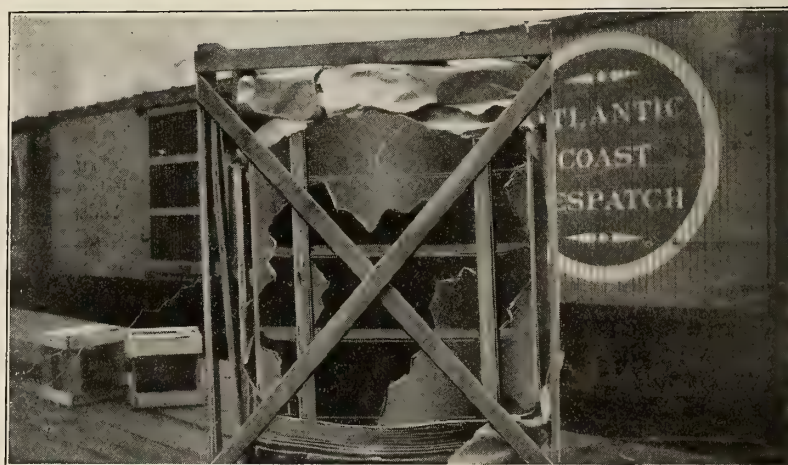
four times. Hence the need for strong containers and good packing. Our illustrations, for the right to produce which we are indebted to the Baughman Stationery Co., Richmond, Va., show a few instances where the fault of bad shipments has rested with the shippers. Their reproduction here may help to bring home to manufacturers some failings on their part which are generally charged up to the pure cussedness of the carriers. When a box comes with a couple of boards off the side, or a barrel crushed in, the receiver as a general thing abuses the transportation company. Quite possibly he is right. But these illustrations would go to show that the fault is not altogether a monopoly.

An inferior package is shown in the first illustration. The barrel, poorly made and insufficiently bound with hoops, has literally fallen to pieces.

The second illustration is that of a china closet, which left the factory with a fine round glass front. As will be seen, the manufacturer considered slender crating was a sufficient protection on its journey. Evidently it was not. This is just one of the cases where the carrier is called upon to make good. Is it surprising if he does so with ill grace?

No explanation is required for the third cut, showing the inutility of such trashy basket coverings as are here shown. That these break in transit is not the fault of the railways. It is the fault of the man who uses them. They are altogether inadequate for the service to which they are put.

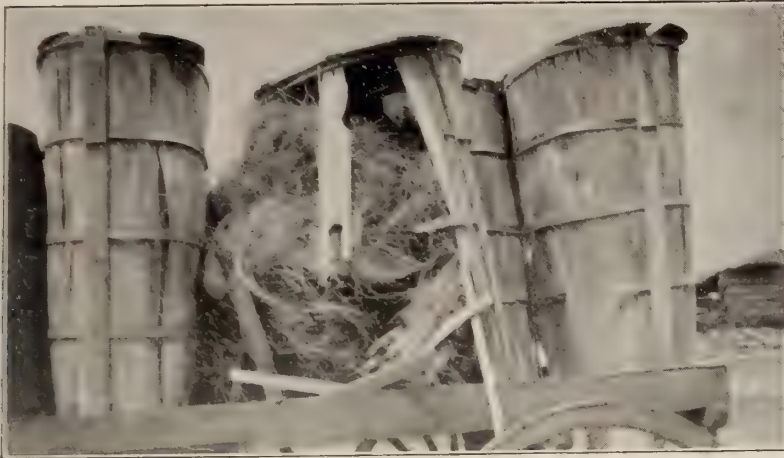
The wood is too light, in the fourth instance, to protect properly the glassware in the cases. As a consequence, this shipment showed a heavy loss through broken glass. If there is any blame to be attached to the carrier for these breakages



No. 2.—The Remains of a Glass Front.

it comes from accepting packages which are manifestly insufficiently packed.

The right and the wrong way of marking freight packages are shown in the fifth cut. It is not to be wondered at if the one wanders far from its intended destination.



No. 3—Trashy Basket Covering.

A shipment of furniture which has come to grief is illustrated by the sixth picture. In this case, again, consideration is not given to the necessarily strenuous usage which the shipment is bound to get. Crating furniture is expensive, but it is very important that the buyer get his goods in good condition.

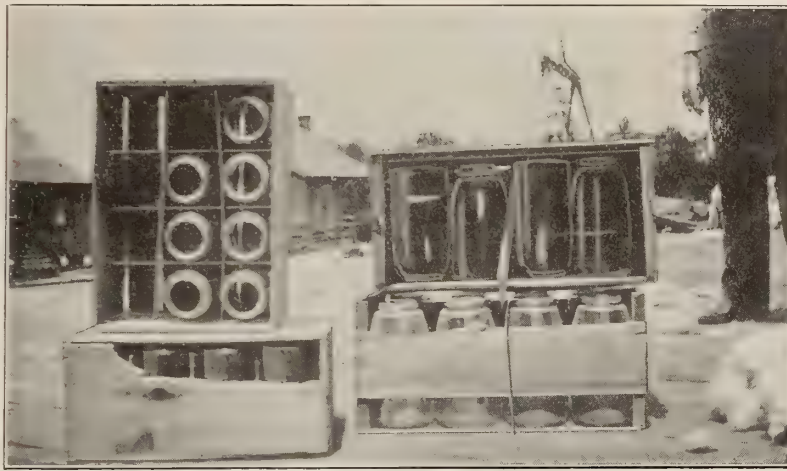
The seventh cut shows a fibre package which is used by shippers of biscuits, etc. Such packages as they are now made are likely to part at the seams and edges. For efficient service they should be wired or bound together in some other way.

The eighth cut shows the loss that comes from using poor bags. Sacks are subject to heavy pressure when piled one on another, and unless the bag is well made a leak-

age is easily started. The loss would pay for better goods.

These few samples are shown to encourage manufacturers to give greater attention to the packages in which they send out their goods. It costs business and profits to have a customer dissatisfied, and he will most certainly be dissatisfied if his goods reach him in the shape shown in any of these illustrations, which are reproduced from actual photographs.

Good packing and good marking will save much trouble and worry.



No. 4—A Shipment of Glass.

RAISING CAPITAL FOR MANUFACTURERS.

MANY plans have been tried by commercial associations in the endeavor to provide a way to induce the location of more manufacturers or to assist local concerns to expand, where for one reason or another the concern is unable to get enough capital to carry on business to the best advantage, says the *Iron Age*. Some of these plans have been successful, and among those which have been notably so has been one practised at Williamsport, Pa., for several years and which has been

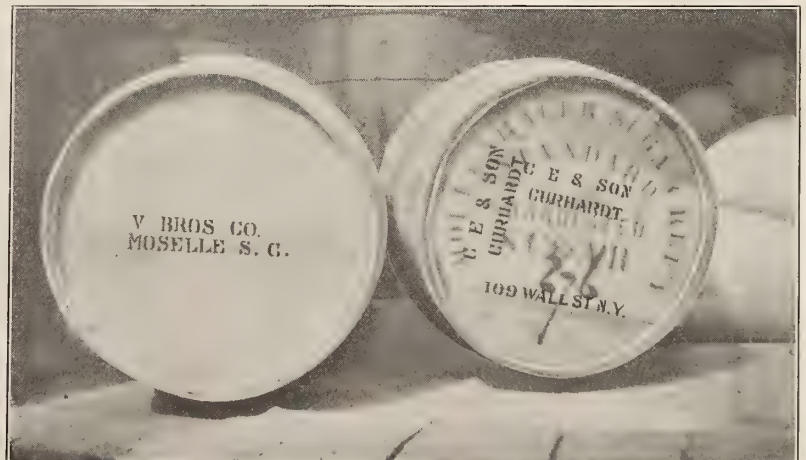
adopted recently with but few variations by Davenport, Iowa.

The Williamsport plan provides that public spirited citizens, preferably those who are members of the commercial organization fathering the plan, shall sign a joint agreement that during the next five years, the life of the contract, each signer will become liable for the full amount set opposite his name on the subscription list if at any time the full amount is needed, or for any fraction of the amount he subscribes, provided that for any reason a part of the total guarantee fund has to be paid in. The subscribers select from their number three or five men to have charge of the guarantee fund, who will be attorneys in fact for each subscriber. This Board of Directors, or Executive Committee, makes loans to new business enterprises needing assistance. The subscription list is then presented to the local banks as collateral for the loan to be made to the manufacturer applying for it. This

loan must be paid back with interest in a specified time. If a concern thus assisted should fail and the bank be unable to collect from the assets the amount of the loan, the deficit is made up by an assessment, pro rata, on the subscribers to the

guarantee fund. Thus while the subscribers loan their credit, they put up no actual money unless there is a financial failure of the beneficiary. It will be seen, therefore, that only in a remote contingency will a subscriber ever be called upon to pay in any considerable part of the amount he has pledged. The trustees of the fund, of course, take from the business stock or other pledges for the loan, and in case of any failure there will always be some available assets.

The advantages claimed for the plan are that the total amount of the guarantee fund does not have to be paid in in cash, thus taking from men who do things money which they could employ to advance themselves. It prevents the possibility of the committee



No. 5—How to Address and How Not to Address Packages.



No. 6—Uncrated Furniture.

in charge taking risks in making loans that they might take if the fund was all paid in cash. It makes it possible for a manufacturing concern, that after investigation is found to be all right, to borrow money under conditions that would prevent it borrowing from a bank direct, for its paper is endorsed by local men, so to speak—an endorsement that could not be otherwise secured for a large amount.

From 1900 to 1905 Williamsport, with its population of only 28,000, had a guarantee fund of this description of \$215,000. It was wisely used, and many productive enterprises were brought to the city, while others already located there were assisted to expand. In addition to the statistics of Williamsport that prove the expansion in the first five-year period, so well pleased were the public spirited of that city with the showing that they now have available a fund of \$461,000, which, it is claimed, would not have been subscribed if there had been any particular loss to the original subscribers.

HINTS TO EXHIBITORS.

DISCUSSING the forthcoming International Exhibition at Tokio, the United States Commissioner for the exhibition writes in regard to the best goods to show:

"The most prominent would be machinery and tools, from which should be particularly excluded agricultural implements and machinery. For the latter, of American make, in consequence of the conservatism of Japanese farmers, the diminutive size of fields, and the cheapness of the simple and peculiarly-shaped articles made by the rural blacksmiths, there is not, and I believe there cannot be created, a demand. There are also numbers of carpenters' and smiths' tools of foreign make which will not be accepted here.

"In this district there is a good and growing market for machinery and tools used in mining, shipbuilding and repairing, sugar refining, rice cleaning, cement making and spinning and weaving.

For the Imperial foundry at Wakamatsu and the navy-yard at Sasebo large supplies are required. The increasing use of electrical appliances of all kinds offers a most promising market, and the same may be said of small motors for vehicles and vessels.

"The market for leather of all kinds is increasing rapidly, but nothing of much value can be done here with ready-made shoes until the field shall have been carefully studied by experts. Drugs and chemicals are demanded in increasing quantities. In textiles I do not believe that much increase of demand is likely to occur, except manufactures of wool. Great Britain and Germany lead in these lines.

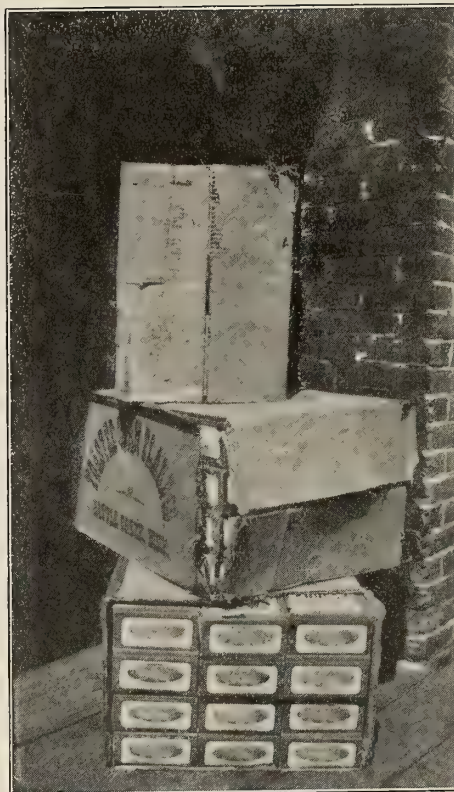
"Great attention is being paid in Japan to the improvement of live stock, especially cattle, horses for the army, and poultry. Nearly all attempts at sheep farming in Japan, however, have resulted in failure. The Japanese people, besides, have a great repugnance

to mutton. The fishing industries are receiving great encouragement, and new appliances for use therein are sure to meet with favor. Cotton-seed oil is being used as a substitute for olive oil in preserving sardines and for other purposes, and should command a larger market here. Of dairy products, condensed milk seems to be alone in great demand. Cheese is repulsive to the Japanese taste, and the use of butter makes slow progress."

WHAT EVERY CANADIAN SHOULD KNOW.

The new issue of "5,000 Facts About Canada" is more valuable and complete than any of its predecessors. Mr. Frank Yeigh has succeeded in compressing into well assorted sentences a vast amount of interesting information about this country. He has approached the subject from every conceivable standpoint. The book is an invaluable handbook of Canadian progress.

There are many occasions when it is necessary to know the population of the various provinces, the value of the products of various industries, etc. These facts are brought together in this little book.



No. 7.—Boxes that Need Binding.



No. 8.—Bags that Leak.

THE BEGINNING OF THE MADE-IN-CANADA IDEA

The Story of the First Campaign in the Interest of the "Canadian Goods for Canadian Consumers" Idea. How the Movement was Launched and Spread.

THE story of the rise of the "Canadian goods for Canadian consumers" idea, which began in the early summer of 1902, is full of interest. Like many another big movement, it had its inception in the enthusiasm and practical energy of a single individual. By the compelling influence of his optimism and faith, the Canadian idea radiated out until during the three years following it affected the whole people with a spirit of national patriotism and self-confidence.

It happened in this way. Preceding the year 1902 Canada was shipping considerable quantities of bacon to Great Britain. This was for the most part sold indiscriminately with United States bacon and was credited to that country. Now there are some products which we as a nation are ready to concede are made equally well in other countries. But bacon! Well, that has been for years our joy and pride. Our bacon was the ne plus ultra. In it we were peerless. So it rankled in our breasts that in England, the home of dietetic connoisseurs, our bacon should be classed with any other.

But how was the situation to be met? Germany offered the answer. A few years before Great Britain, to protect her people against the inferior and deceptive manufacturers of Germany, insisted that Germany should stamp all her goods exported to Great Britain, "Made-in-Germany." Germany did so, but she soon found that by improving the quality the stamp would be of immense advertising value. It was adopted on everything.

"Let us do likewise with our bacon," said someone through the columns of *INDUSTRIAL CANADA*. The idea caught on and many papers took it up.

The Idea Broadens.

AMONG those who heard the cry was one who was stirred as were the others. But he went a step farther. "If," he said, "it is a good thing to label the bacon which we sell in England, 'Made-in-Canada,' why will it not be a good thing to label the goods we sell in Canada, 'Made-in-Canada?'"

That was the beginning of it. The more he revolved the idea in his head, the bigger appeared its possibilities. What was our export trade in bacon or in anything or everything else, compared with our own home trade? We had six millions of people consuming annually great quantities of supplies, food and clothing, machines and house furnishings, luxuries and necessities. The home trade represented many times the total foreign sales.

Yet where were Canadian-made goods differentiated from foreign made? Where, except in the stores where salesmen urged the superiority of certain lines because they were imported. To sell Canadian goods it was necessary to disguise them, or sugar-coat them with a liberal discount.

Its Influence at Home.

SO the idea took form. If it was of value to label goods when sold abroad as made in Canada, it would be of much more value to do the same with goods for the home market. Canadians were patriotic, Canadians loved their country and were interested in its prosperity. Nay, their own prosperity depended absolutely on the prosperity of the country. This was their home, here their lot was cast. Canada must be busy, Canada must be prosperous, or they would suffer.

So the idea broadened out. Manufacturers themselves

bought but a small part of the goods sold. The big consuming public, the employees, the workmen, must be interested.

To secure this co-operation a notice to employees was printed, a reproduction of which is shown herewith. This Hon. J. D. Rolland, for it was he who was in the van of the whole movement, posted throughout his paper mills.

The Movement Launched.

BUT this was but a beginning. He sent copies of the notice to every manufacturer in Canada, together with the following letter in explanation:

Montreal, 1st March, 1902.

Dear Sir and Fellow-Canadian Manufacturer,—
Herewith we send you copies of a notice which we have had posted throughout our paper mills, and with which we anticipate in advance you will be heartily in accord. The time has certainly arrived when Canadians should have confidence in the product of their mills and factories and show it by buying the Canadian make, and we have taken the bull by the horns, so to speak, and put into practical form the views of the Canadian Manufacturers Association, hoping that this small self-imposed duty will be met by our fellow-manufacturers in having it posted in their respective factories, and we have no doubt that beneficial results will not be long in making themselves felt.

Kindly acknowledge receipt and oblige,

Yours patriotically,

The Rolland Paper Co.

In the lower left hand corner of the letter page was printed an extract from the speech of Hon. W. S. Fielding, Minister of Finance, in answer to the toast of "Our Manufacturing Industries," at the Banquet of the Canadian Manufacturers Association, at Montreal, November 6th, 1901:

"He did not believe that the Canadian people had done their duty in their private purchases to the Canadian manufacturer. It was a misfortune that we still hung on to the old idea that a thing was better if it was brought from a thousand miles away. Let each citizen of Canada in this coronation year do something to show that he was loyal to the factories of his country, and could purchase Canadian goods. He hoped that this would be the feeling of every loyal and patriotic Canadian."

Success Instantaneous.

SUCCESS was instantaneous. An avalanche of letters, commending the action and reciprocating the sentiments, rushed in. It hadn't been put in that way before. The direct appeal had its effect. Manufacturers responded.

The psychological moment seemed to have been seized for launching the movement. There was an awakening of national life. The opening up of Western Canada and the development of the country's natural resources excited a feeling of buoyancy, of optimism, of self-confidence, that affected every class. Canada was satisfied with herself. She was ready to believe that she could do what others were doing, and perhaps improve on their teaching.

Questionings went on in the purchasing departments. Where was this equipment made? And where were these supplies purchased? Personal responsibility was set up. Manufacturers learned and appreciated the fact that it was not enough to urge others to patronize home industry. The example must be set by the individual.

A Story with a Moral.

Some interesting side play is told of the movement. Shortly after Hon. Mr. Rolland sent out his letter and notices, he was in the market for an engine. A Canadian maker decided to strike while the iron was hot and wrote him stating that as he was so strong an advocate of the "Made-in-Canada" idea, no doubt he would buy his engine from a Canadian manufacturer. "Your letter," wrote back the observant head of the Paper Company, "would have been more effective had it been written on "Made-in-Canada" paper." The engine manufacturer's office supplies since then have been Canadian products—and Mr. Rolland bought a Canadian engine.

WARNING AGAINST FOREIGN CONTROL.

Some interesting observations were made by the Board of Conciliation which recently inquired into the dispute between the Dominion Coal Company, of Sydney, N.S., and those of their employees who belong to the United Mine Workers of America. The Nova Scotia coal trade, the Board found, would be placed in jeopardy if foreign labor organizations were to get the upper hand. Canadians should settle their own labor difficulties without interference from across the border.

The men complained that they were threatened with dismissal because they were members of the United Mine Workers of America; that there was intimidation practised by the company, and that the company refused to recognize the Workmen's Association.

The Board does not sustain the charge that intimidation was practised. The Board found that the preference given to its employees who were members of the Provincial Workmen's Association was reasonable, as there were circumstances which justified it. It was shown, the report says, that no harshness was practised toward the men who belonged to the international organization, and that no man had been blacklisted or refused employment merely because of his connection with the United Mine Workers.

The report dealt at some length with the refusal of the company to recognize the United Mine Workers' Association. It points out that the principal reason for the company's refusal lay in the fact that it was a foreign organization having dangerous and menacing powers in its constitution. While it is true that the organization is international in its membership, its principal officers and the great bulk of its members reside in the United States.

Dealing with the danger of allowing the United Mine Workers' Association to get control, the report points out the importance of the coal trade to Nova Scotia, and says that in the event of labor trouble in the United States pressure would undoubtedly be brought to bear on the miners in Nova Scotia to prevent exports of Nova Scotia coal to the United States. "It is true," says the report, "that the United Mine Workers' Association is recognized in western Canada, but there the conditions are different because, while the Nova Scotia mines are finding it difficult to hold their own against the United States coal in the St. Lawrence trade, the Canadian mines of the west not only hold their own, but in many cases can afford to export to the United States, notwithstanding the duty. The report calls attention to an objectionable clause in the constitution of the United Mine

Workers' Association under which the officials of that organization in Indianapolis might proclaim a strike in Nova Scotia if they considered it to be in the interests of the organization as a whole.

"Without presuming to dictate to which union the men should belong," says the report, "we think it in the interests of the operators, the men themselves, and the whole community that our labor difficulties should always be settled among ourselves and not be subject to control of any outside party."

A minority report was presented by the Union's representative on the Board. He held that the company was guilty of the charges preferred. A strike may ensue.

PROPOSE A CAMPAIGN.

Under the heading, "Public Opinion Must Be Aroused," the *Journal*, Detroit, discusses the work of the recent Conference on Better Trade Relations between Canada and the United States.

Never again will representatives go from Ottawa to Washington to negotiate a reciprocity treaty. It is your move.

"In these sentences J. A. Macdonald, editor of the *Toronto Globe*, struck the keynote of the whole situation in the closer trade conference now in session in Detroit. If reciprocity between the two countries is to be obtained, it must be through the United States making the first move. Canada has done all that a self-respecting people could be expected to do along that line. Eight times since the first tariff wall was erected in 1866 has she approached the United States government in the most friendly spirit with a proposal to lower the tariff as far as was consistent with revenue necessities, and each time she has been rebuffed, and rudely rebuffed on one occasion. Her dignity was wounded, and she resolved never to lay herself open to another such affront in the future. Now it is for the United States to make the first move, and there is not the slightest doubt that Canada will meet us half way.

"No step in that direction will be taken by our government, however, until it is assured that there is a strong public opinion in favor of it, and it is for the people of the border States to cultivate the feeling in favor of reciprocal trade relations with the northern half of the continent, for it is they who feel most keenly the cramping effects of the tariff wall. There is no better way of encouraging the growth of such a feeling than by such conferences as that we have been holding. The manufacturers of the interior of the country must be shown that their interests are affected in only a less degree, and when they realize that the cause will be virtually won. It may take years to accomplish, but these conferences will prove effective in the end."

The diagram, illustrating the working of the system proposed in the Daylight Saving Bill, which was shown in last month's *INDUSTRIAL CANADA*, was reproduced through the courtesy of the *Globe*, Toronto.

The Canadian General Electric Company have issued a catalogue dealing with insulators and insulating cross-arms. Its booklet on electric heating is also a valuable publication. Either will be sent to any address on request.

HOW TO PREVENT FACTORY FIRES

Some Pointed Paragraphs Suggested by an Experience in many Fires. A Consideration of them may be the means of Saving many Dollars of Fire Loss.

SOME pointed and pertinent suggestions for the elimination of fires in factories are given in a booklet recently issued by the Hartford Fire Insurance Co. The advantage of shutting the stable door before the steed is stolen is proverbial. It is no less apparent that the time to put the house in order is before the fire occurs. Fires in Canada are far more disastrous than in the countries of Europe. The annual per capita loss is many times higher. Every effort should be directed towards reducing this economic waste. Here lies the road to cheaper insurance.

Some of the advice to manufacturers is:

Cleanliness.

REMEMBER that cleanliness and watchfulness are the best fire preventers.

Make every foreman directly responsible for an inspection of his portion of the premises every night, the last thing before he goes home, to see that all oily waste, rubbish, and loose material have been cleaned up and that everything is in order. Let him report to you. Make arrangements so that you will know that this is done. Let the watchman keep a check on this system.

At regular periods, require your superintendent, millwright, or some other well-informed man to make a complete inspection of the factory, with the use of a specially prepared inspection report, which should be filled out and returned to you, showing the result of the inspection. These reports should cover not only conditions as to cleanliness, etc., but also should go into the condition of machinery, bearings, need for repairs or new parts, arrangement of stock so as to avoid crowding, etc. (Sample inspection blanks will be furnished by this Company on request.)

Give particular attention to your shipping and receiving rooms, and to the care of packing material and empty boxes, which are liable to accumulate there unless carefully watched.

If you use excelsior, straw, papers, or other light packing material, keep only a single day's supply on hand at a time, in a box or bin lined with asbestos board and tin, with a door arranged to close automatically when a fire occurs.

Don't use sawdust, waste, or other combustible material to catch oil from bearings or elsewhere, but provide metal drip pans and empty these regularly.

When printing presses and other machines which use an excess of oil stand on combustible floors, the floors should be covered with substantial sheet metal.

All rubbish, empty boxes, waste, and other useless inflammable material should be removed from premises daily. Special attention should be given to cleanliness back of steam-pipes, radiators, in shafts, stairways, areaways, cellars, wash-rooms, under benches, and in all places where such materials might accumulate.

Especial care should be taken in candy factories, paint rooms, bakeries, etc., to prevent the accumulation of inflammable matter on floors and side walls.

Dry Rooms.

DON'T underestimate the hazard of drying rooms and drying machines, no matter what material they dry. Keep them out of your valuable buildings, or cut them off securely.

Watch the fan bearings. Long feed tubes frequently gum up and cut off the oil supply.

Keep the steam-pipes clear of wood and free from stock.

Keep the interior of the dryer absolutely clean. Make a certain man responsible for the cleanliness, oiling, and general condition of the dryer.

Where fans are used which draw from the outer air, screens should also be used to prevent fans from drawing in sparks and driving them into the dryer. Fans should never be placed in boiler rooms.

If there are windows or other openings in wall or roof, they should also be screened. Remember that the contents of the dryer are in a condition to readily ignite.

The air ducts leading to the dryer should be provided with automatic dampers, so that fire may not spread through them to other portions of the factory in case of disaster to the dryer.

The walls, floors, partitions, and ceilings in dry rooms, if wood, should be laid with one-eighth-inch asbestos paper, covered with sheet metal, with door similarly lined or made of metal.

Hollow walls and ceilings should be avoided. If needed for better insulation, spaces should be filled with incombustible material.

Inside heat devices, such as stoves, furnaces, torches, or open gas-gets, should never be used under any circumstances.

Connect a steam-jet into the dry room with a valve which can be operated outside.

Small dry heat or caul boxes should be constructed all of metal, the steam-pipes being supported on iron and placed to allow convenient removal of dust and bits of wood. If you have old-fashioned boxes, they should have doors along the entire length of their fronts, below the steam-pipes, to permit the removal of combustible rubbish.

Never forget that drying is one of the most hazardous of factory operations.

Oils, Gasolines, and Other Inflammable Liquids.

A VOID the use of gasoline, naphtha, benzine, etc., as far as possible. Do not keep them about your premises without a written permit from your insurance companies, as by so doing you may be voiding your policies. Where gasoline must be handled, it should always be handled by daylight only, and then only in approved safety cans, free from leak. The main supply in excess of that needed for one day's use should be stored in approved metal tanks, located outside of building, under ground, the top of tank to be at least two feet below the surface.

Store your oils, paints, and varnish in detached oil house.

Don't use naphtha for cleaning, if lye and hot water will serve your purpose. If your processes demand inflammable solvents or hazardous substances in appreciable quantity, provide a detached building for that process. Never permit more than one day's supply in the factory. Carbon tetrachloride is a good solvent, and will not burn. A mixture of one-third benzine or naphtha and two-thirds carbon tetrachloride by volume will not burn.

Never use sawdust or other combustible material to catch oil drip.

At all locations where paints or varnish are used, cover

the floor with boiler plate, and keep this scraped clean of accumulation.

Provide troughs or tanks with metal or tin-clad covers counterbalanced, with fusible links, to automatically close in case of fire. As an added protection, equip all tanks with over-flow pipes terminating outside the building and at a safe distance from it.

Where inflammable liquids are used, keep pails of sand ready to use in case of fire.

Don't use oil for the lubrication of automatic cutting tools, if soap solutions will serve. The latter are successfully used by many manufacturers.

Spontaneous Combustion.

SPONTANEOUS combustion may occur in any accumulation of combustible material which is subject to oxidation; also in any oily mass of finely divided fibre. Therefore never pile up such substances if it can be avoided. Moderate moisture, warmth, and poor ventilation encourage, while dryness, low temperature, and good ventilation retard, spontaneous combustion.

Wherever cotton waste must be used, keep the oily waste in standard, self-closing waste-cans, which can be bought of any dealer. Remove from the factory each night, and burn. This caution also applies to the rags or cloths which are used in finishing rooms by furniture makers.

Lighting.

DON'T overload your electric light system, or let it grow too old before revision.

Have adequate spark arrestors around all open arc lights.

Never allow incandescent electric lights to rest against combustible material. Avoid long flexible cords, and never shorten or otherwise adjust cords by looping over nails or metal parts of machines. In rooms where gasoline, naphtha, or benzine is used, vapor-proof globes should be employed, and switches should be placed outside of rooms to obviate danger of spark igniting vapor.

Protect all woodwork above or beside gas-jets (within two and one-half feet) with a shield of asbestos board and tin.

Use rigid gas-fixtures, if possible. If a swinging gas-bracket is necessary, always use a wire-mesh globe, so that the flame may not come in contact with inflammable substances.

Flexible or rubber tube connections for gas are exceedingly dangerous. Avoid their use, if possible. Where flexible connections are absolutely necessary, place the shut-off valve where the tube joins the gas-pipe—NOT AT THE BURNER.

It is well to have arrangements made so that all electric current and gas can be turned off from premises when closed for the night.

Maintenance and Care.

REMEMBER that failure to maintain your machinery and equipment in good running condition invites a fire. In some classes of factories, the largest percentage of fires is caused by friction and accidents due to machinery badly maintained or supervised.

Make a certain man or men responsible for the oiling of bearings and their cleanliness.

Never connect a machine which habitually strikes sparks to a blower system for removing shavings or other inflammable substances.

Do not let your factory get crowded. Machinery which is hard to get at, or which cannot be approached without physical danger, is not likely to be well oiled or supervised.

Thoroughly whitewash woodwork exposed to locomotive or

other sparks, and keep all window-panes near the railroad track well mended.

If openings in such exposed locations are necessary for ventilation, protect them by fine wire screens.

Metal lockers should be provided for workmen's clothes which are likely to be soaked with grease, oil, or paint, or contain matches or unextinguished pipes.

Stock should not be piled against fire doors, nor should doors be obstructed by shelving or in any way. It is better to keep all stock or material at least two feet from fire doors, and to provide substantial guard strips which will permanently maintain a clear space.

Keep your fire doors and shutters always in good repair.

Automatic doors should be tried daily, and tracks kept clear of dirt. A very small amount of dirt on track will often-times prevent automatic doors from closing.

Keep sidewalk vault lights and window panes whole.

Repair broken plastering and holes in walls and partitions, so as to prevent the lodgment in such places of carelessly thrown matches and cigarettes, and because fires which start in concealed places are difficult to extinguish.

Forbid smoking by employees.

It is a good plan to surround a manufacturing plant with a tight fence, especially wood-workers. Over thirty per cent. of all fires in lumber yards are the work of incendiaries.

Skid all stock, and provide basements with drains to the sewer; also scuppers for upper floors.

Concealed spaces are dangerous. They harbor dirt, rats' nests, etc., and are difficult to reach in case of fire.

Power and Heat.

BOILERS should be located in a separate room or building, cut off by twelve-inch brick or stone wall, with communicating openings, if any, protected by standard fire doors.

Openings on main building over the roof of the boiler house should be protected by standard fire shutters or wired glass windows in metal frames, unless the boiler house be made fire-proof, which is preferable, and ultimately more economical.

Clearance from boiler (excepting steam dome) should be at least thirty-six inches to unprotected combustible ceiling or material above, and at least eighteen inches to unprotected combustible material at sides. If boiler is not bricked in, these distances should be increased to forty-eight inches and thirty-six inches respectively.

If conditions mentioned in the foregoing paragraph cannot be complied with, all combustible surfaces, whether above or at sides of boilers, should be protected by one-eighth-inch asbestos paper, covered with sheet metal, arranged to follow the surface of the wood so as to leave no concealed spaces.

Metal stacks through combustible roofs should have a clearance of not less than twelve inches, and be provided with a ventilated metal jacket extending at least six inches above and below roof rafters.

Never place any combustible material on boilers or flues to dry.

Engines operated by gas or gasoline should be of approved type and installation.

Electric motors and generators should be installed or overhauled in strict accordance with the requirements of the Electric Code, and so maintained.

Heating devices with open flame should never be permitted in rooms where wood-working, painting, japanning, or upholstering is done, or highly inflammable materials, gasoline, etc., are handled.

Steam mains should not be wrapped with combustible material.

Steam heating pipes should be protected by metal collar, with at least one-half-inch air space where passing through partitions, floors, etc.

Forges should rest on metal-protected floor, and anvils should be similarly guarded.

Explosion.

ANY solid that will burn will explode when suspended in the air as a fine powder in a right proportion and ignited. Therefore, be sure your processes avoid such conditions. Such explosions are often very violent. Some materials which have so exploded are starch, flour, coal, cork, dust and chaff from grain, powdered sugar, fine saw-dust, and similar materials.

Maintain good ventilation in any room where vapors of inflammable liquids are given off. Otherwise there is likely to be danger of explosion if a flame or spark is present.

Precautions and Protection Against Fire.

HAVE your employees use none but safety matches. Provide them at wholesale prices, if necessary. The presence of ordinary or parlor matches in the pockets of your workmen is a constant menace.

Hire a reliable English-speaking watchman. Cheap watchmen do not pay.

Examine the watchman's clock records regularly and carefully, in order to check up his work.

In dry summer weather, wet down shingle roofs, tops of lumber piles, and lumber yards.

Before closing premises at night, always see that all fires are either extinguished or reduced to absolutely safe proportions.

Make it a rule to keep the fire doors closed when they are not actually in use, and in particular compel the watchman to close them each time he passes through.

Exposures constitute one of the greatest dangers from fire. Any means of communicating fire through exterior openings, wooden cornices, roof houses, or otherwise, should be removed or protected by fire shutters, wire glass windows, metal coverings, etc.

In view of the fact that sparks cause more fires than any other one cause in many classes of factories, some internal means for the extinguishment of incipient fires should always be ready for use. In foundries, sparks cause four times as many fires as any other one internal cause.

Use fire pails liberally for inside fire protection, well distributed.

Delegate to some one capable person the care and supervision of all apparatus for use in extinguishing fires. Let him make regular inspection, say, once a week, filing with you after inspection a written report showing in what condition he found the apparatus to be.

If anything is found to be out of place or out of condition for immediate service, have the trouble remedied at once, with proper inquiry as to the cause.

Be ready for the breaking out of fires in the more hazardous part of your plant, and train men just what to do in such an emergency.

See to it that certain individuals in every department are perfectly familiar with the location of all fire apparatus; also that they know how to use it in case of an emergency. Select cool-headed, reliable men for this duty.

In large establishments, it is advisable to organize a regular fire brigade, which should be frequently drilled.

Test all fire apparatus frequently.

Provide an alarm system and turn in alarms from time to time, so as to test the readiness of your men. All fire departments do this.

See to it that the night watchman knows how to start the pump in case of an emergency.

Use linen hose on inside stand-pipes; but if it is wet, you must dry it at once, or it will quickly rot.

Keep the hose valves tight.

Never use smaller hose than 1 1/4 inch—it kinks too badly; 1 1/2 inch is the best size for general purposes.

Hang hose so that it will be well ventilated.

All properties of large height, large area, or great value should be protected with best obtainable individual fire protection. Automatic sprinklers are recognized as the best means of protection in such cases.

Inspect your premises in company with the municipal fire chief and his assistants, and tell them all about your own private fire apparatus. Co-operate with them. You will benefit by their knowledge of the premises in case of fire.

Get the private box on your premises connected with the nearest engine house.

THE OCEAN CARRIER.

Three phases of ocean carrying are discussed by J. Russell Smith in his book *The Ocean Carrier*, which has just been issued by G. P. Putnam's Sons, New York, and Wm. Briggs, Toronto—the development of line traffic, the combinations among carriers to control rates, the combination of steamship lines and railways. The history of ocean transportation is of immense interest. During the first half of the last century practically all carrying was done by sailing vessels. The revolution brought about by the practical operation of steam did not come into full force till 1890, when over half the world's tonnage consisted of steam vessels.

But it is not the construction of ships which is treated of so much as the economic operation of them, the way freight rates are made, how competition affects rates, the place of tramp vessels in fixing rates, etc. This is the side of the question with which the shipper is interested.

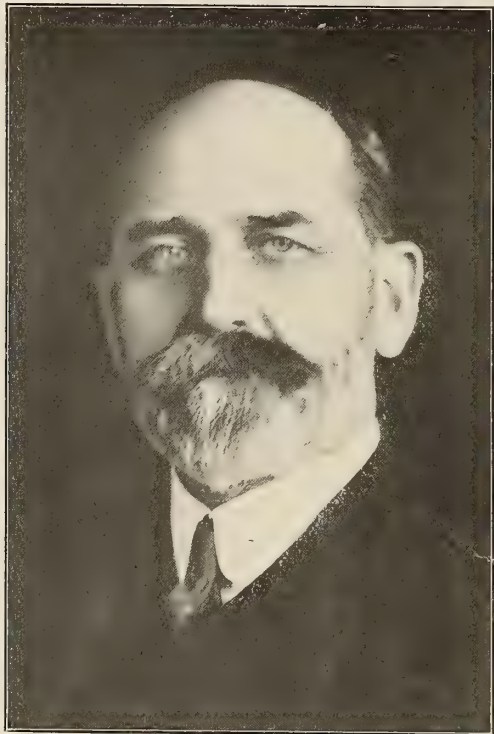
A particularly interesting account is given of the formation of line traffic, that is, the organization of a number of vessels to operate on a fixed schedule between two or more definite ports. A development of this line organization was the working arrangement between steamship lines and railways, which acted as feeders to one another. In some cases, such as the C.P.R., the rail and steam lines are controlled by the one company; more usually a loose agreement is all that exists.

Among the sea carriers control of rates is effected by, 1, a division of territory; 2, freight pooling; 3, pooling of profits; 4, "conference," or agreement to maintain rates. How these various methods have operated in the past is described in detail. Mr. Smith's book is the result of three years' investigation by him for the United States Government's Isthmian Canal Commission. Hence the writer had access to records which makes his work thoroughly accurate. The lucidity of his style and his fine grasp of the subject combine to make the book an important addition to transportation literature.

Sir William Van Horne is interested in a plan for establishing big pulp, paper and saw mills in connection with the Grand Falls water power, in New Brunswick. The idea has been kept in view for several years, but it is now believed to be nearing a point for final action. Sir William has stated that it is the intention of the promoters to spend \$7,000,000 on the work. Wm. Mackenzie and R. B. Angus are also interested.

Current Events Illustrated

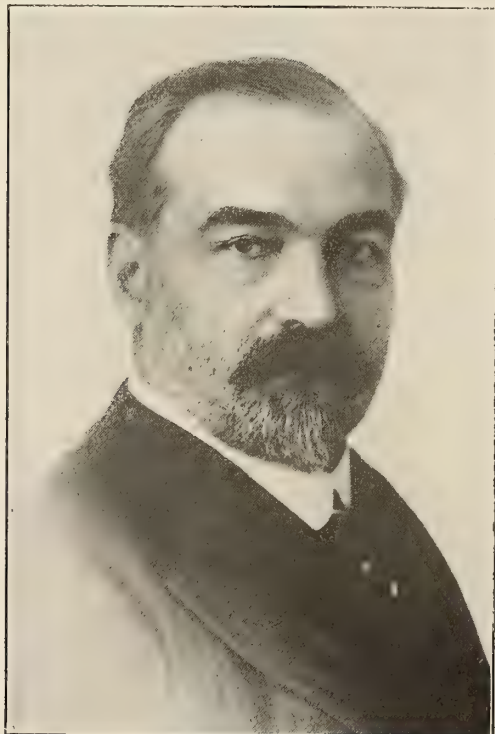
THE two master railway builders, Wm. Mackenzie and D. D. Mann, have undertaken for a consideration of two million acres of land, to be cut off as near the heart of the northern clay belt as they see fit, to build a line



Mr. Wm. Mackenzie

President of the Canadian Northern, the Company which will Build a Line to Ontario's Northern Clay Belt.

connecting their Ontario system with the nascent Grand Trunk Pacific. The history of railway building shows noth-



Mr. D. D. Mann

Vice-President of the Canadian Northern Railway.

ing to compare with the fine nerve and magnificent courage of these men. Absolutely self-made they are, starting from

the very lowest rung in the ladder of success; yet they have done what no other individuals on this continent have accomplished, the construction of what is practically a transcontinental line, without issuing a share of stock. Subject to the demands of the bonds, they own the road from end to end. We are accustomed to speak of the splendid courage, optimism and ability which characterized the pioneer builders of the C. P. R., but wherein did they excel the two whose work is steadily forging a link that will tie the west to the east? Criticism has come from some sources of the land bonus in Ontario, but such criticism has not been directed against the promoters of the railway. They are in the first rank of financiers. The financing of their great enterprises has called for the highest ability. The ability has never been found wanting. Canada has been prolific in the production of great railway builders, a fact which is accounted for probably on the principle that big work always brings forth big men. Our immense distances and great engineering difficulties in places, of mountain, rock and water, have supplied a work which only men of heroic size would undertake. Hence we have Mackenzie and Mann, besides the many who have planned and wrought for the older lines.



Lt.-Col. Bertram

A Manufacturer who is Interested in Military Matters. He will Command this year's Bisley Team.

LT.-COL. BERTRAM has recently been appointed by the Executive of the Dominion Rifle Association to command the Canadian Bisley team this year. The selection is no less popular than well deserved. Colonel Bertram has always been very active in Canadian military affairs. He recently served as chief of staff to the commander of the forces at the Quebec Tercentenary. In business circles and among the metal trades in Canada he is very well known. He is an active member and Vice-President of the John Bertram & Sons Company, the Canadian machine tool builders, and also of the Pratt & Whitney Company of Canada, Dundas, Ont.

* * * * *

MR. M. J. HANEY is a man of varied interests. One day we find him outlining plans for the improvement of Toronto's water-front; the next day he is deep in the intricacies of a tunnel. He returns from the construction of a railway in British Columbia to build a bridge in the Maritime Provinces. Meanwhile, he sits at the board of directors

of a dozen industrial and financial companies. As a director of the Canadian Portland Cement Co. he is a member of the Canadian Manufacturers Association. He rounds out his interest in building materials by controlling a brick-making plant at Port Credit, and a stone-quarrying and crushing plant at Point Anne. His especial reason for inclusion this month in our department of "men who are doing things" consists in his undertaking the construction of the new G. T. P. locomotive shops at St. Boniface and the substructure of the big Red River Bridge, in which enterprises he is associated with Messrs. Quinlan and Robertson.

Mr. Haney is essentially a man of action. No doubt he takes his time in coming to a conclusion on what is the right course to be pursued in any particular case. But when he has made up his mind, there is no vacillation. The time for speculation is past. This quality of character was interestingly illustrated a year or two ago at a meeting which the Association held in Toronto to discuss harbor improvements. There were a number of speakers, including the chief civic officials and lastly, Mr. Haney. The Mayor and City Engineer talked glibly of the advantages of better harbor facilities. Mr. Haney's opening words were, "We are all agreed upon



Mr. M. J. Haney

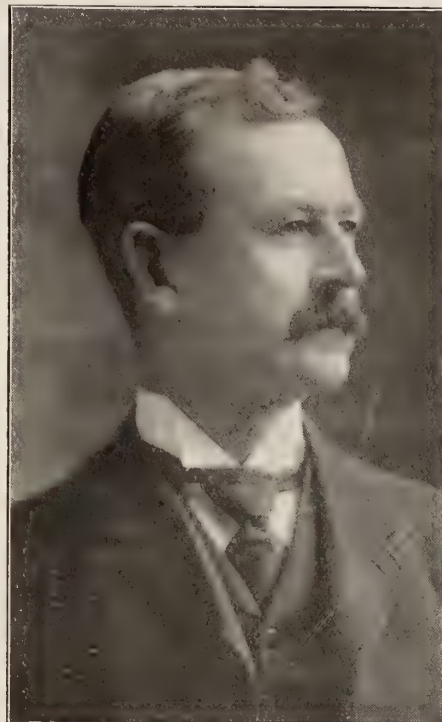
Who will Construct the Substructure of the big Red River Bridge.

the necessity of the work; that was decided long ago. The question is 'when and how?' The "how" was answered by the production of a complete plan of the harbor with suggested scheme of improvements on a big scale. The "when" was, in his estimation, "now." This was typical of him. Energy, enthusiasm, pertinacity, or that combination of the three which impels a man to do the work he has in hand, and to do it at once, is Mr. Haney's master quality. To it he owes his success.

* * * * *

THE personnel of the new Board of Management, which is Hon. Mr. Graham's plan for eliminating the deficits on the Intercolonial, has been announced. It consists of Mr. M. J. Butler, Deputy Minister of Railways and Canals; Mr. Pottinger, now General Manager of the Road; Mr. Tiffin, General Traffic Manager; and Mr. Brady, who comes from the C. P. R. Mr. Butler's appointment should mean a more active interest on the part of the Government in the actual working of the railway. Whether this is a move in the right direction or not is open to question. This much is beyond a

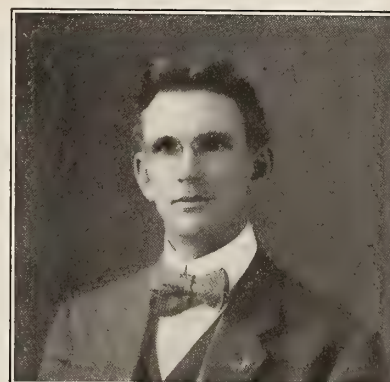
doubt: the Government had to take more interest in the road or less. They had to assume an active control which would ~~make them~~ responsible for every detail of the management and for the recurrent deficits; or they had to separate themselves from all direct influence over it. The road has not



Mr. M. J. Butler

Deputy Minister of Railways and Canals, who has been Appointed Chairman of the Board of Management of the Intercolonial Railway.

been a success in the past. That is agreed. Hon. Mr. Graham, with commendable courage, while admitting this fact, will not, for the present at least, agree that the Government cannot manage the road successfully. His admission of the inadequacy of the old system is something. Since he is in that spirit it may be a fair assumption that after a trial, if the new system does not do what he anticipates, it, too, will go, to make place for something else, a commission or private ownership. The public will watch with much interest the working out of the multiple management plan. Naturally



Mr. Herbert W. Baker

Fort William's New Commissioner of Industries.

Mr. Butler will be looked upon particularly as the people's representative on the Board. If he can steer the road's course between the Charybdis of extravagance and the Scylla of incompetence, his services to Canada will rank high in the public estimation.

CATALOGUES AND THEIR MAKING

Some Examples of the most Striking Catalogue Covers of the Year.

THE prime object of a catalogue is to sell goods—to keep old customers posted on the new lines coming out and to stir up newcomers to the buying point. All catalogues must be judged by this standard. By their results you shall know them.

Beginning with the cover, for that is as much as most



Cover designed by The Reid Press, Hamilton for
The George McLagan Furniture Co.,
Stratford.

people see of a good many catalogues, we might preface any discussion by the general statement that the cover design should be chosen with a single eye to the people who are



An effective cover designed for the Caledonia
Springs Co., by Rolph & Clark,
Toronto.

going to read it. The cover which will attract the buyer of baking powder will be ineffective with buyers of threshing machines. Keep the customer in view.

That is where many catalogues fail. They neither suggest the goods of which they treat, nor do they appeal to the receiver in such a way as to compel further consideration. Make your cover striking, make it tell even the casual observer that you manufacture a certain kind of goods, make it leave in his mind the idea that you are a substantial, reliable firm, making good goods and dealing fairly with your public. If these ideas are not inculcated, your catalogue is not doing all for you that it ought.

Some of the most striking catalogue covers of the year are reproduced herewith. They are all done in colors and appeal strongly to the eye. A good color effect has strength. Embossed work adds greatly to the attractiveness. But always have the design such that there is no doubt about the name of the advertiser or about the goods he makes. Sometimes the firm name indicates the business. Sometimes a cut is required. But make it plain.

Some Hints on Arrangement.

The catalogue should be mapped out in a general way first. It should be pretty well understood how many pages



The Canada Carriage Co., in this catalogue,
use a double cover with the Lion's head
showing through from beneath. De-
signed by The Reid Press.

are to be run, what departments are to be featured and what space is to be devoted to each topic.

When this stage is reached make out a blank "dummy," the size of your future catalogue, and mark it up as far as possible, indicating what cuts are to be run and where. The amount of reading matter can then be estimated and copy provided.

If half-tone cuts are to be used a good coated paper is essential. Otherwise the ink will blur and the fine detail of shading and vignetting will be entirely lost.

For straight reading matter a rough surfaced paper is preferable. It is more restful to the eye, and so is more readable. Line drawings can be reproduced effectively on it.

Before the size of the page is decided on the printer should be consulted. Paper is made in definite sizes, so that it is always necessary to consider how it is going to cut to advantage. By changing the length or width of your page by half an inch a considerable saving in cost may be effected. Your printer will set you right on this matter.

The type face is worthy of every consideration. Do not over-emphasize. Display which is secured by the use of

several different styles of type on the one page, is a delusion. Where many things are displayed nothing is displayed. A good, plain type in a single series will be found most effective.

What Should Be Said and How.

Much might be said about the literary style of a catalogue. It goes without saying that something more than a mere



A catalogue cover design that leaves nothing to be desired. This was gotten up for The McPherson Shoe Co., by The Reid Press.

enumeration of articles and prices is desired. The writer should not only know his subject thoroughly, but he should be able to make it live for his readers. Picturesqueness without eccentricity is the aim. The story of the goods, or of the place in which they are made, or the speed of their manufacture or its carefulness and cleanliness, should be told crisply, lucidly, in language that will attract the intended reader.



A dignified and artistic cover designed for The Standard Silver Co., by J. J. Gibbons, Limited, Toronto.

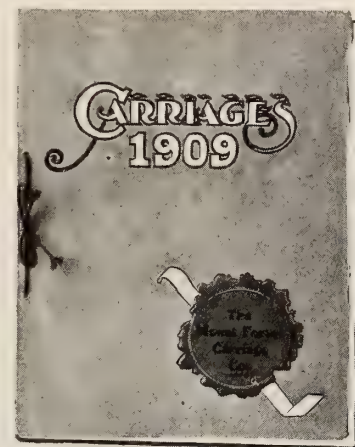
In getting out a catalogue it cannot be urged too strongly that the manufacturer consult a good printer. It is a printer's business to know what a booklet is going to look like, even before it is made up. He is a consulting engineer in the matter of laying out the work. His assistance and advice should be sought almost as a first move.

A writer in *Profitable Advertising* offers the following suggestions:

All the purposes, items, details, and features should be thought over and mapped out carefully before doing actual work on any one of them, so that the whole will dovetail together harmoniously when assembled in the finished product. And I do not mean merely the mechanical features, but object, purpose, and whole aim. Of course some details can be advantageously altered during production.

Besides the body matter, argumentative and descriptive, portraying the goods proper, features of text to be considered should be policy of the concern, business methods, facilities for quality and volume, equipment for speed, reputation, financial, delivery, views of plant or offices to convey capacity, prestige, stability; also policy of the amount of text to give relating to any section of the book, and on the whole. Do not make the mistake of giving the copy to the printer in a most imperfect shape, with the idea of raising Cain with it and whipping it into shape after it has been set up, as so many do, who, lacking imagination, cannot see its effect at all until it is put in cold type, when they then rephrase.

The text should be written by one who is not only



A carriage catalogue with class. The design is Miln & Bingham's.

familiar with the goods, but who is a student of human nature and can so phrase and portray the subject as to appeal to the reader. He must have the faculty of being able to lift himself out of the rut of stereotyped statements from the seller's view-point, and put himself in the position of the particular type of buyer he wishes to impress, to be truly effective. There should be a continuity of thought and sequence of ideas, leading to a logical conclusion.

Cut out all matter not germane to the subject. Have some one in the sales department write the first draft in his own language and from his knowledge obtained from personal contact with customers. Then take his facts, no matter how crudely expressed, and put them in a more readable shape.

Select the goods to be illustrated, bearing in mind who is to be impressed; determine the most effective views, sectional, entire, perspective, exterior, or phantom. Decide most practical treatment to remove objectionable features and make pleasing to the eye. The style of engraving must vary according to the subject, depending on length of the run, whether to be electrotyped, kind of paper, and amount of wear to be given to the cuts. The photographer should be one who knows how to take pictures designed for commercial reproduction, and the viewpoint carefully selected to avoid distortion. Solio prints of brown tone are most advantageous

to retouching. One hundred and seventy-five screen half-tones are more difficult to print, as the mesh is apt to fill, while in one hundred and thirty-three screen more detail is lost in reproduction. One hundred and fifty screen is a good average. The profusion or scarcity of illustrations and their general location must be determined, and also their size.

Size and proportions of the book come next (if there can be any precedence of one feature over another, for all should be considered one with another and their planning progress side by side, in thought at least). These are determined by the impression to be created, by the class to whom the books are to be sent, usage they will be given, requirements of the illustrations, or to permit of the grouping of a certain amount of text matter and cuts on the same or adjoining pages: 4½ by 6, 6 by 9, and 9 by 12 inches are generally accepted as advantageous standard sizes. Also on small editions consider the standard sizes of paper in the market of the character necessitated by the work in hand to permit of economy through advantageous cutting without waste. On the larger runs this need not be considered as the paper can be had to order in any size.

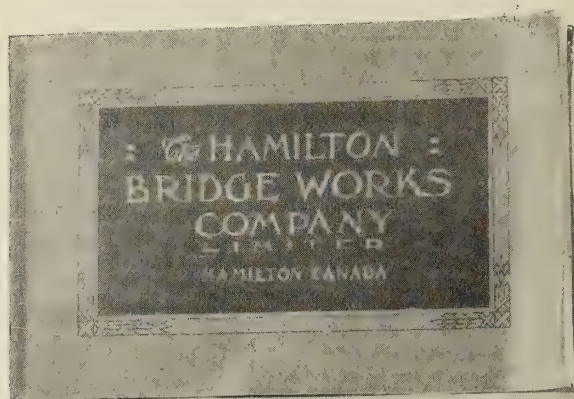
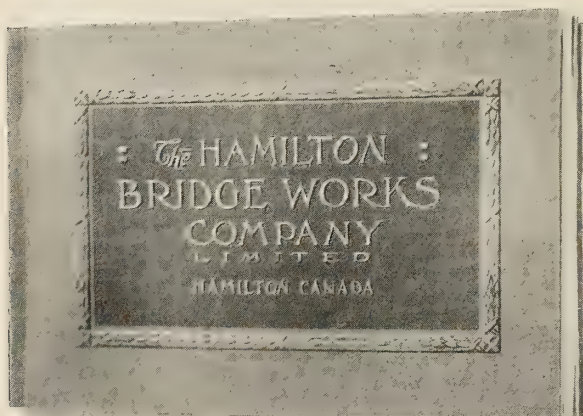
As to typography, thought should be given to face, style,

give an effect impossible with coated paper. Always avoid newly made paper, as it is liable to stretch or shrink according as climatic conditions change. This is especially true where very close register is required in color work.

Use stock of such proportions that when folded to the size of your catalogue the grain will run the same way as the backbone, to prevent cracking, assure better folding, avoid buckling when bound, and lay flat when closed. If your paper is antique laid, you should have the wire marks run across the page and the chain lines up and down.

The finished effect of a piece of printing depends on the presswork. One cannot convey quality of workmanship in a set of specifications, so there is a wide variety in this item, which will run from a job that is printed almost flat to one where the overlays have been cut, and makeready so perfected as to get out of the cuts all there is in them.

It requires a nice judgment in the determination of what colors or shades of ink to use, the selection often making or marring a book otherwise well done. Some inks which give beautiful results under some conditions, produce most unsatisfactory effects with merely a change of paper or subject of a cut. For example, a double-tone sepia ink gives beautiful results on an India-toned coated stock with a half-



These cuts illustrate the superiority of embossing over plain printing. The design is practically the same. There is no doubt as to which is embossed. The work is from The Reid Press.

spacing, measure, and margins for the body matter; also for the display matter. Always bear in mind not to please one's own personal tastes, but those of the one to whom the book is to be sent. Simple, dignified composition is always the most effective. *Avoid the tendency to over-display and to emphasize unduly.* Do not in an effort for originality or eccentricity use a variety of styles of type in the same book, after the fashion of the old-time butchers' billhead but adhere to a single face and use it in series, which will give harmony and balance. Have uniformity in leading. Give good proportions of white space. About fifty per cent. for marginal surface is good. Eight or ten point, ten, as a rule, is best adapted for body matter, except in the larger size pages when eleven or twelve point is better.

In selecting paper, consider the character of your illustrations and type, handling the book will receive, durability, tone, finish, texture, strength, weight, etc., of the paper. Fine half-tones, of course, necessitate highly coated papers. Second-grade coated papers give a flat effect, contrasts are lacking in the illustrations owing to the fact that the solids look grayish and the high lights dirty, instead of rich blacks and sharply contrasting high lights on the better grades. For type only, the nicest results are obtainable on antique or rough-finished papers, which are easier to the eye, and

tone of exterior foliage, etc., while if used with a portrait on white paper the result is most disappointing.

The decorative features should be carefully thought over, the symbolical drawings that bear on the subject in hand, the conventional ornaments, tint schemes, borders, embellishments of one sort or another, and the thousand and one things that might be used to advantage, always bearing in mind that they should only be used to help the main thought. Don't let elaborateness of frame detract from the picture itself.

The designing of the cover and the binding naturally have to be considered jointly. Select paper, cloth, or leather, in the one of the various styles of each class that is best adapted for the purpose, according to usage, thickness, size, desire for impressive cover, color scheme, finish, weight, wearing qualities, adaptability for printing in inks or stamping in gold or embossing.

The cover scheme should be most carefully thought out, for the reason that first impressions, whether good or bad, are lasting. More attention should be given to the utilization of the color of cover stock as a factor in a color scheme. I am a strong believer in colors and decorative features that are symbolical or suggestive, and, as a general rule, without being illustrative.

FOREIGN TRADE NOTES

FRANCE MAY AMEND PATENT LAWS.

The French Government, following the example of Great Britain and other countries, has introduced a bill to amend the patent law of the country in order to insure the adequate working of foreign patents in France. The Paris correspondent of the *Times* thus translates the principal provision of the bill: "Patent rights shall be held to lapse in the event of failure on the part of the holder either to exercise his right in France or in the French colonies for a period of three years after applying for his certificate, or to resume exercise of after a similar interval; or, secondly, in the event of only partial exercise of the patent in French territory. In the second event the patent courts will be invested with discretionary power to call upon the holder of the patent to show cause why he should not exercise his rights in French territory in an adequate degree."

PINE DOORS AND WOODEN WHEELBARROWS.

The following items of especial interest appear in a recent letter of Harrison Watson to the Department of Trade and Commerce, Ottawa:

A Belfast firm, when writing about their desire to get into touch with Canadian manufacturers of doors, add:

"It is a very remarkable fact that all the pine doors imported here are of United States make, notwithstanding that the lumber from which such doors are made is cheaper in Canada than in the United States, and similar lumber is in fact imported into the latter country from the former. Nevertheless, Canadian manufacturers do not seem to be able to compete in prices with those across the border."

A London firm would be glad to get into correspondence with Canadian manufacturers of wooden wheelbarrows, of which they purchase large quantities, principally for use in South America. The barrows would be required according to specification and made from ash, with wrought iron wheels. about 400 dozen would be required yearly, orders being given for several hundred at a time.

A SUCCESSFUL CANADIAN EXPORTER.

The Department of Trade and Commerce weekly report says: Among the numerous complaints of British and other importers urging carelessness and indifference against Canadian manufacturers, it is refreshing to learn of the success of progressive firms. These instances refute the allegation sometimes heard that Canadians are oblivious of all except the home market.

From Mr. W. A. MacKinnon, Canadian Trade Commissioner at Birmingham, the Department has received an interesting communication containing a number of illustrated circulars distributed by one of the largest Canadian companies in Great Britain. Mr. MacKinnon, some years ago, was able to place at the disposal of the company the services of a most desirable agent, who undertook the sole agency for the British Isles, the colonies and foreign countries. This gentleman at once appointed agents and sub-agents in many of the countries of Europe and the colonies, and secured a foothold in all. To New Zealand, last month, he despatched a filled order for £500 worth of goods.

The most striking fact in connection with the catalogues, outside of their neatness and explicitness, is the price list quoted in British currency. This detail, frequently neglected, at once attracts the attention of the British reader and fur-

nishes him the desired information immediately. The pamphlets in their explanations omit few needful details.

This positive example of the successful manner in which a Canadian competitor has entered the foreign market is gratifying. It corroborates what the Trade Commissioners have asserted repeatedly, that proper attention to the demands of the market, together with adaptability, as in publishing catalogues with the trade terms familiar to the country in which these are circulated, will seldom fail to produce remunerative results.

AGRICULTURAL MACHINERY IN ITALY.

Harvesting machinery, such as mowers and reapers, comes to Naples in large quantities from America, and to a smaller extent from England and Hungary, being largely used in Lower Italy, especially in the Apulian Provinces. Ploughs and harrows, hand-threshing machines, chaff-cutters and corn-sifters are imported. Small and cheap ploughs are also made by small manufacturers in Italy. Steam ploughs and locomotives are supplied by Great Britain. Traction engines and steam threshing machines also come from Great Britain, whilst Italy has made great strides in the home manufacture of these machines. Hay and straw presses are imported from America and Germany, as well as made in Italy. Market conditions and the course of trade have been generally satisfactory since 1907. A favorable influence on the demand for agricultural machinery was the scarcity of manual labor in the South Italian provinces.—*Journal of Commerce*.

MEXICAN REGULATIONS REGARDING IMPORTED MACHINERY.

The Board of Trade is in receipt, through the Foreign Office, of a translation of a circular issued by the Mexican Ministry of Finance, laying down the regulations under which component parts, forming a partial or complete installation of machinery, may be imported *in separate shipments* at the rate fixed by No. 612 of the Tariff (1.65 peso per 100 kilogs. gross), as provided by the law of December 11, last. The more important of these regulations are as follows:

The importing firm must obtain the permission of the Ministry of Finance to import the installation of machinery in separate shipments, and must furnish a general description of the machinery accompanied by plans. The shipments must be covered by a special consular invoice made out in the name of the importing firm, even though the shipment should be consigned to an agent or commission house for clearance, and the invoice must not include any goods which are not destined for the importing firm. The importation of the separate shipments must be effected within a period of four months counting from the date of the arrival of the first shipment.—*The British Board of Trade Journal*.

The Eastern Breweries Co., Ltd., has been formed in Montreal to take over the control of the principal breweries of the Province of Quebec. The companies interested are: The Canadian Breweries, Ltd.; Dawes & Co., Wm. Dow & Co., Imperial Breweries, Ltd.; Montreal Brewing Co., G. Reinhardt & Sons, Union Brewery Co., all of Montreal. Douglas & Co., of St. Therese; Boswell & Bro., Ltd., and Amyot Brewing Co., of Quebec. While not a part of the merger, J. H. R. Molson & Bros., of Montreal, will have a working arrangement with it. The securities are composed of about six millions of bonds, preferred and common stock, amounting in all to \$12,000,000. It is understood that Mr. J. P. Dawes, of Dawes & Co., will be the first president of the new concern.

A SYSTEM OF FACTORY COST KEEPING

By P. M. Yeates

Of the London Machine Tool Co., Hamilton

The System of Checking up Work and Keeping in Touch with the Progress of Jobs as Used in the Shops of the London Machine Tool Co. is Described, with Illustrative Diagrams.

ONLY the favored few in this world succeed in getting something for nothing, and the great masses in their efforts for worldly success strive to attain that something with as little effort and outlay as possible. He who can attain it with the least outlay is the successful man. With

parts cast from a pattern, no matter in what metal, come under the heading of Patterns, and bear a number prefixed

Form 100

MAIN OFFICE
LONDON MACHINE TOOL CO., LIMITED
HAMILTON, CANADA

DATE _____
SHOP ORDER _____
SERIAL NO. _____

DRAWING OFFICE

Prepare the necessary drawings and specifications for material and issue shop orders for

Whom for Delivery _____ Route _____

Machine Shop _____
Stock Room _____
Office _____
Lathe Dept. _____
Planer Dept. _____
Foundry _____
Blacksmith _____

Fig. 1

the idea of getting an efficient but inexpensive cost system, both as regards its initial cost and its maintenance, the following system was worked out and is printed in these pages,

Form 101

DRAWING OFFICE
LONDON MACHINE TOOL CO., LIMITED
HAMILTON, CANADA

DATE _____
SHOP ORDER _____
SERIAL NO. _____

MACHINE SHOP

The following work is to be done and returns made to the main office of time for same.

Whom for _____
Wanted _____ Route _____
Completed _____

F. M. Yeates

Fig. 2

in the hope that it may be of some slight service to other readers.

In this system the work going through the shop is divided into two distinct classes, viz., Patterns and Forgings. All

by the letter "P," thus, P-2400. All forgings include all pieces from the bar or forge shop, and are numbered thus, F-2500.

SHOP ORDER NO. 2776

L. M. T. CO. FORM 120

MACHINE

18" Lathe

DATE	PART NUMBER	NO. PIECES	MACHINE NO.	EMP. NO.	HOURS	RATE	LATHE	PLANE & SHAPER	BORING & TURNING	MILLING & GRINDING	DRILLING	SLOTTING	GRINDING	FORGE	VISE	ERECTING	MEMO.
Apr 10 1909	105200	3	34	70	2.25		80										

Fig. 4

When an order is received, the main office makes an order to the drawing office in the form shown in figure 1, and all specifications must be put on this order.' The drawing office in turn makes out an order to the works office on the form shown in figure 2, and this order bears the sales number which is put on the machine when completed, and also the shop

Fig. 3

Fig. 17

Fig. 5

whether he is working day work or premium. The amount of time he works on "day work" is recorded according to operation on the sheet shown on figure 4. His actual time

[illegible]

"working premium" is recorded on premium record card shown in figure 5, and when the premium is paid the time recorded on the premium card, together with the premium, is recorded on the sheet shown in figure 4. Thus this sheet forms a complete record of the actual productive labor put on each machine or batch of machines. The premium slip given to the man with the job he is to do is of the form shown on figure 6, and the foreman must put down the time he started and the time he finishes. The difference between his time allowance and the time he takes forming the premium, based at his rate per hour.

From the sheet shown in figure 4 the time on each piece for each operation is singled out and summarized on the sheet shown in figure 7, which is the final sheet. On this sheet all material is recorded, the weight and the cost in the rough being given. Thus by adding horizontally the total manufacturing cost of each piece is obtained. To this is added all supplies and fixed charges, bringing out the grand total at the bottom of the sheet. These summary sheets are filed away under their shop number, and are used as a permanent reference.

A NEW PROCESS.

Henry C. Stanley, consulting engineer to the Queensland Government, has given the following interview in reference to a new process for making steel direct from the ore:

"I spent some time in examining the plant in question and watching the process in actual operation, and am satisfied that it attains the object claimed for it by the inventors. The plant having been erected for experimental purpose is, of course, on a comparatively small scale, but I am informed that it is capable of turning out ten tons of malleable iron or steel per diem. This being the case it would seem to be of sufficient size to test the practical value of the process, and might, therefore, be applied to a plant of any desired capacity with equally satisfactory results.

"At the time of my visit the ore being treated was some of the New Zealand magnetic iron sand, but the inventors assert that it is effective in treating any ferruginous ore, provided the same is pulverized in the first place—an operation which can be readily done by mechanical means at small cost. It is unnecessary for me to recapitulate in detail the different

Form 119.

LONDON MACHINE TOOL CO. LIMITED
HAMILTON, CANADA

CONTRACTING EMPLOYEE NO. 70 PART FOR ORDER NO. 2776 NO. OF PARTS 12

Date	Part No.	No. Pieces	Emp No.	Hours	Rate	Total Time	Date	Part No.	No. Pieces	Emp No.	Hours	Rate	Total Time
4/10	69P2400	12	70	8	25	2 00							

Fig. 6

On all duplicate orders of machines it is of great interest to watch the costs, and in having these permanent records it is an easy matter to do so.

A NEW INDUSTRIAL PLANT.

Out of the ashes of the Enterprise Foundry Company, of Sackville, N.B., has risen a new plant, bigger and better in every respect than the one which was destroyed by fire last summer. The Enterprise Foundry Company is one of the most creditable products of the Maritime Provinces. Beginning in 1887 as a very modest concern, it has grown, under careful and efficient management, until now its output goes to every part of Canada. Stoves and ranges are its line, and the product is handled by Emerson & Fisher, St. John, N.B. The present buildings are of practically fireproof construction. Brick, stone, and cement enter into their make-up, and firewalls separate all the departments. The shops are equipped almost exclusively with made-in-Canada machinery, and are supplied with all the most modern labor-saving devices and schemes for improving the working conditions of the men. It is assuredly a model plant.

steps of the process, but I was satisfied from what I observed that iron and steel can be made by it in an economical manner and of the best quality.

"I had no opportunity of verifying the figures given as to saving in first cost of the plant and the comparatively small amount of labor necessary to operate it, but I see no reason to question their correctness. The economy in first cost of installing the machinery, which is stated to be only one-fourth that required by the present method of smelting, as well as the 25 per cent. saving in operating expenses, should lead to its general adoption and result in the financial success of the company. With regard to the quality of steel produced, I may say that when recently in Brisbane I was enabled, through the courtesy of the chief engineer of the Queensland railways, to test a bar of mild steel in the testing laboratory attached to his department, the tests gave most excellent results, and were quite equal to the requirements of the standard specification for steel used in bridge girders and for other structural purposes. The tests were as follows: Tensile strength, 32.78 tons per square inch; elongation in length of 8 inches, 30 per cent.; contraction in area, 50 per cent.; and apparent limit of elasticity, 20.79 tons."

THE MEANING OF WELFARE WORK

By Helen Sterling

A Movement to Improve the Working Conditions of Employees.

WELFARE Work, or Industrial Betterment, is rapidly taking its place as one of the great moral forces in the industrial world, and it promises to be the antidote for the industrial socialism of to-day.

For some time many Canadian employers have been endeavoring to find some point of contact with their employees and to discover some means by which they can improve the conditions of the working hours and bring into the lives of the men and women working for them some of the comforts and elevating influences which they themselves enjoy. A few have been working quietly along their own lines, experimenting and discovering for themselves schemes and methods, with excellent results. Others have become indifferent through hopelessness.

When we face the fact that the industrial workers of to-day represent almost fifty per cent. of our entire population, and that one of every ten Canadian women is a wage-earner, the importance of the care of these workers and the necessity of organized and intelligently directed effort towards this end becomes apparent. It becomes really a matter of national import that these men and women who form so large a part of our nation should be provided with working conditions conducive to their physical well-being, and that they should be given an opportunity of securing their individual rights, a wholesome home life, a useful education and healthful recreation. This demand embodies the principle laid down by Walt Whitman, "Produce great people, the rest will take care of itself," and the philosophy of the Galilean teacher, "Whatsoever ye would that men should do unto you, do ye even so to them."

How Welfare Work Began.

In this, as in so many other movements, Germany has shown us the way. A quarter of a century ago certain government-fostered and subsidized manufactories on the European continent, especially in Germany, introduced into their factories many improvements conducive to the comfort, health and well-being of their employees, and they called these features "*Wohlfahrts Einrichtungen*," or Welfare Institutions." These included well-lighted, heated and ventilated work-rooms; sanitary toilet facilities; running water, hot and cold, in conveniently located wash-rooms; facilities for obtaining warm luncheons amid cheerful surroundings; rest rooms for the retirement of those who might be temporarily indisposed; emergency or first-aid hospital for the injured; substantial homes at reasonable rental; club houses; recreation places; industrial insurance, etc.

Progressive manufacturers who were travelling abroad for the purpose of studying shop methods quickly recognized the economic value of these innovations. They found that a flood of natural light was less expensive than artificial illumination; that the work done in a well-lighted, well-aired and well-heated room is better than that done in a room in which poorer conditions exist; that the output of the afternoon was better in the factories in which provision was made for a comfortable and wholesome luncheon, with a break in the routine of the day, than in those in which no such provision was made. They saw that there were many cases in which the strength and energy of the worker could be conserved and utilized in good work by the provision, when prac-

ticable, of comfortable chairs; that a few moments' rest in a quiet, darkened room often sent a tired and discouraged girl back to work with new energy; that the first aid to the injured in the well equipped hospital room saved the firm many a dollar and much annoyance; and above all, that the self-respect of the employee and the loyalty to the firm awakened by such consideration became one of the most valuable assets to the management.

On the return of the manufacturers to their own country they tried out these improvements in their different factories and adapted or adopted the desirable ones.

Progress in the United States.

Early in the nineties the American Institute of Social Service, formed of men and women interested in improving social and economic conditions, awakened great interest in this "Industrial Betterment" by bulletins, public meetings and lecture tours.

This was followed by the organization, in February, 1904, of the National Civic Federation of the United States, a Welfare Department which has done in the five years of its existence splendid work in gathering and scattering information regarding the wisest principles and the best methods already in operation in Welfare Work. It has recently published in circular form the following statement which defines clearly the aims and scope of the movement:

"Welfare Work" is the improving of the working and living conditions of the employee by the employer; and is applicable to stores, factories, mines and railroads, as well as public institutions.

The Aims of Welfare Work.

Some of the subjects involved are:

"*Sanitary Work Places*.—Systems for providing pure drinking water; for ventilation, including the cooling of superheated places, and devices for exhausting dust and removing gases; for lighting work places, and for guarding machinery; wash rooms with hot and cold water, towels and soap; shower baths for moulders and stationary firemen; emergency hospitals; locker rooms; seats for women; laundries for men's overalls or women's uniforms; the use of elevators for women, and luncheon rooms. The beginning of all welfare work should be directed toward meeting the pressing necessities for the physical well-being of employees in their work places.

"*Recreation*.—The social hall for dancing parties, concerts, theatricals, billiards, pool or bowling; the gymnasium, athletic field, roof garden, vacations and summer excursions for employees, and rest rooms or trainmen's rest houses.

"*Educational*.—Classes for apprentices; in cooking, dress-making, millinery; first aid to the injured; night classes for technical training; kindergartens and libraries.

"*Housing*.—Homes rented or sold to employees and boarding-houses.

"*Provident Funds*.—For insurance, pensions, savings, or lending money in times of stress.

"In promoting the work, it is recognized that the first essentials to the welfare of employees are steady work, an equitable wage and reasonable hours of labor; but that the employer has a further obligation."

CHANGES IN FREIGHT RATES DURING APRIL

List of Freight Schedules Filed with the Board of Railway Commissioners During month of April, 1909.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission ; the second column gives the Railway number. C.L. stands for carload lots ; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.	C.R.C.	R.R. No.	Effective.	Description.
Grand Trunk Railway.				Grand Trunk Railway.			
Sup. 16 W. 86	Sup. 17 G.F.D. 1172	May 1, '09	Lumber and forest products, c.l., points in U. S. to Canada.	Sup. 79 E. 1208 Sup. 11 E. 1240	Sup. 79 C.D. 23 Sup. 11 E. 12	May 1, '09 Apr. 27, '09	Building material between various points. Classes and commodities, stations west of Montreal to Montreal for export.
Sup. 26 E. 1211	Sup. 26 C.F. 83	Mar. 29, '09	Lumber and forest products, c.l., Hawkesbury and Rockland to Montreal, via St. Polycarpe Jct.	Canadian Pacific Railway.			
Sup. 18 C.A. 7	Sup. 18 U.S. 262	May 5, '09	Lumber and forest products, Ottawa Division to U. S. points.	Sup. 20 E. 1284	Sup. 20 E. 866	Apr. 1, '09	Wood alcohol, c.l., Fasset, P.Q., to Montreal, 12c. per 100 lbs.
Sup. 24 C.A. 121	Sup. 24 U.S. 542	May 10, '09	Lumber, c.l., Arnprior to Matteawan, N.Y., 21c. per 100 lbs.	E. 1391	E. 975	Apr. 5, '09	Castings (finished), c.l., European ports to Vancouver, Victoria and Nanaimo, B.C.
Sup. 5 E. 1080	Sup. 5 C. 8	Apr. 20, '09	Competitive summer class rates between various points.	Sup. 22 E. 1284	Sup. 22 E. 866	Apr. 1, '09	Restores summer rates on various commodities.
Sup. 3 E. 1140	Sup. 3 C. 10	Apr. 12, '09	Class rates between points on G. T. Ry. and M. C. R.R.	Sup. 37 E. 1141 Sup. 14 E. 1066	Sup. 37 E. 723 Sup. 14 E. 653	Apr. 6, '09 Apr. 19, '09	Building material between various points. Class and commodity, all rail, between points in Eastern Canada and points on C. N. Ry.
Sup. 32 E. 754	Sup. 32 C.D. 8	Apr. 9, '09	Cement, c.l., Belleville to St. Lambert, P.Q., 9½c. per 100 lbs.	Sup. 20 E. 1062	Sup. 20 E. 649	Apr. 19, '09	Classes, between Eastern Canada and points in Sask., Alta. and B. C., all rail.
E. 1552 Cancels E. 120 E. 1544 Cancels E. 1490 Sup. 14 E. 131	V. 8 Cancels S.R. 83 V. 7 Cancels V. 6 Sup. 16 E.A.K. 1	May 10, '09 May 3, '09 May 5, '09	Class rates, Montreal to New York, via Hudson Nav. Co. Class rates, stations in Canada to U. S. points. Classes and commodity, G. T. stations to points on C. V. R.R.	Sup. 20 E. 978	Sup. 20 E. 567	Apr. 19, '09	Classes, between Eastern Canada and points on C. P. in Ont. and Man.
Sup. 2 E. 524	Sup. 2 C.I. 3	Apr. 4, '09	Metallic shingles and siding, c.l., Oshawa, Toronto, Galt and Preston, to points on T. & N. O. Ry.	Sup. 22 E. 716 Sup. 4 E. 537	Sup. 22 E. 354 Sup. 4 E. 257	May 5, '09 Apr. 5, '09	Re-shipping and stop-over arrangements. Metallic shingles and siding, c.l., Galt, Preston and Toronto to points on T. & N. O. Ry.
Sup. 12 E. 1431 Sup. 72 E. 1208	Sup. 72 C.D. 23	Apr. 1, '09 Apr. 3, '09	Restores summer rates on commodities. Building material, c.l., between various points.	Sup. 1 E. 1366	Sup. 1 E. 950	May 1, '09	Class and commodity, Montreal to stations in Ont. and Que.
Sup. 77 E. 1208 E. 1574 Cancels E. 1344	Sup. 77 G.D. 23 I. 68 Cancels I. 54	Apr. 21, '09 May 1, '09	Commodities between various points. Class and commodity, European ports to Canadian North-West, via Montreal, lake and rail.	Sup. 4 E. 576	Sup. 4 E. 281	Apr. 29, '09	Cancellation class rates between Wingham and points Montreal and west.
W. 175 Cancels W. 108 E. 1555	G.F.D. 1478 Cancels 1237 C.Y. 7	May 22, '09 Apr. 15, '09	Pig iron, billets, etc., Detroit and west to points in Canada. Competitive commodity tariff between Montreal and points east.	Sup. 40 E. 1141 Sup. 44 E. 517	Sup. 40 E. 723 Sup. 44 E. 246	Apr. 22, '09 Apr. 24, '09	Building material between various points. Export commodity rates to St. John and Halifax.
Sup. 1 E. 1514	Sup. 1 I. 63	May 1, '09	Import rates, Montreal to G. T. points and connecting lines.	Sup. 24 E. 1284 Sup. 18 E. 1107	Sup. 24 E. 866 Sup. 18 E. 692	Apr. 21, '09 Apr. 16, '09	Commodity between various points. Restoration lake and rail rates between Eastern Canada and Port Arthur.
E. 1557 Cancels E. 1475	C.R. 58 Cancels C.R. 47	May 18, '09	Car service rules on Grand Trunk in Canada and United States.	Sup. 23 E. 716 Sup. 9 E. 1111	Sup. 23 E. 354 Sup. 9 E. 694	May 15, '09 Apr. 24, '09	Re-shipping and stop-over arrangements. Class rates, lake and rail, between Eastern Canada and Sask., Alta. and B. C.
E. 1568	C.I. 61	Apr. 26, '09	Wire fencing, c.l., Hamilton, Windsor and Walkerville to stations in Canada.	Sup. 39 E. 1141	Sup. 39 E. 723	Apr. 19, '09	Building material between various stations.
Sup. 3 E. 228	Sup. 3 G.B.Y. 6	Apr. 26, '09	Cancellation tariff on wire fencing. See tariff C.I. 61, C.R.C. 1568.	Sup. 6 E. 1109	Sup. 6 E. 693	Apr. 24, '09	Class rates, lake and rail, Eastern Canada to Ont. and Man.

C.R.C.	R.R. No.	Effective.	Description.
Canadian Pacific Railway.			
Sup. 6 E. E. 1112	Sup. 6 E. 695	Apr. 24, '09	Class rates, lake and rail, Eastern Canada to C. N. Ry. stations west of Port Arthur.
Sup. 2 E. 95	Sup. 4 O.D. 721	Apr. 26, '09	Wire fencing rates from Hamilton cancelled.
Sup. 4 E. 537	Sup. 4 E. 257	Apr. 5, '09	Metallic shingles and siding, c.l., Galt, Preston and Toronto to T. & N. O. Ry. points.
Sup. 7 E. 1111	Sup. 8 E. 694	Apr. 12, '09	Restoration lake and rail rates to Northwest.
Sup. 10 E. 956	Sup. 10 E. 546	Apr. 12, '09	Absorption of switching charges.
Sup. 23 E. 1284	Sup. 23 E. 866	Apr. 19, '09	Commodities between various points.
Sup. 38 E. 1141	Sup. 38 E. 723	Apr. 12, '09	Building material between various points.
Sup. 1 E. 1292	Sup. 1 E. 976	Apr. 19, '09	Commodities between Montreal and Quebec and intermediate water points.
E. 1397 Cancels E. 1344	E. 981 Cancels E. 928	Apr. 12, '09	Commodities from Eastern Canada to Vancouver and Nanaimo.
Sup. 17 E. 1107	Sup. 17 E. 692	Apr. 12, '09	Iron and steel articles, c.l., Eastern Canada to Port Arthur, lake and rail, 19½c. per 100 lbs.
Sup. 3 E. 1113	Sup. 3 E. 696	Apr. 14, '09	Restoration lake and rail rates to Northwest.
E. 1104 Cancels E. 911	E. 988 Cancels E. 502	May 22, '09	Mileage allowance on freight cars of private owners.
Canadian Northern Railway.			
331	537	May 1, '09	Class and commodity, Duluth to points on C. N. Ry.
Canadian Northern Ontario Railway.			
129	89	Apr. 2, '09	Lumber and forest products, c.l., C. N. O. stations to points on G. T.
341 Cancels 105 and 106	8737 Cancels 2722 & 2723	Apr. 5, '09	Class and commodity, W. R.R. stations to Port Arthur and Sault Ste. Marie, Ont.
Michigan Central R.R.			
Sup. 3 1270	Sup. 15 G.F.D. 7601	Mar. 31, '09	Commodities, points on M. C. R.R. in U. S. to Canada.
1393 Cancels 1369	G.F.D. 598 Cancels 45 & 580	May 1, '09	Rules governing diversion and reconsigning of property held in cars.
1397 Cancels 1332	G.F.D. 7864 Cancels 7732	Apr. 19, '09	Class and commodity, points in Canada to New York, Boston, Philadelphia, etc. Export.
Wabash R.R.			
340 Cancels 313	F. 5234 Cancels E. 5234	May 1, '09	Rules governing diversion and reconsigning of property held in cars.
Sup. 2 249	Sup. 2 6961	Apr. 18, '09	Restoration lake and rail rates on binder twine from Welland to Wisconsin and Minnesota points.
346	8819	May 13, '09	Lumber, c.l., Grand Rapids and Saginaw, Mich., to local points in Ontario.

C.R.C.	R.R. No.	Effective.	Description.
Western Trunk Line.			
Sup. 6 A. 1		May 1, '09	Lumber, c.l., from U. S. points to Canada.
Wabash Lines.			
Sup. 9 161	Sup. 9 A. 5016	Apr. 25, '09	Tin plate, c.l., various U. S. points to Victoria Park and Niagara Falls, Ont.
Sup. 3 308 A. 16	Sup. 3 C. 5009 30	Apr. 25, '09 May 13, '09	Iron and steel, U. S. points to Canada. Malt, c.l., points in Minn. and Wis. to points in Canada.
Erie R.R.			
98		May 17, '09	Iron and steel pipe, cold welded, c.l., Paterson, N.J., to Montreal, 22c. per 100 lbs.
Lake Shore and Michigan Southern Railway.			
72 Cancels 39		May 19, '09	Class rates, points in Penn. and Ohio to Canada.
Sup. 7 5		May 7, '09	Classes, L. S. & M. S. stations to points in Canada.
Sup. 11 159		May 1, '09	Commodities, L. S. & M. S. stations to points in Canada.
Pere Marquette R.R.			
974	2534	May 30 '09	Chairs, c.l., Newaygo, Mich., to points in Ontario.
Sup. 1 54	Sup. 1 B.D. 1	Apr. 10, '09	Gas, oil and tar, c.l., Sarnia to various points.
Sup. 32 526	Sup. 32 1420	Apr. 23, '09	Commodities from Chatham to various points.
977 Cancels 664	2542	May 19, '09	Billets, pig iron, etc., from U. S. points to Canada.
Toronto, Hamilton and Buffalo Railway.			
342	G.F.D. 119	Apr. 20, '09	Cancellation rates on wire fencing from Hamilton.
Sup. 2 529	Sup. 2 180	May 3, '09	Commodities, T., H. & B. stations to Buffalo, Black Rock, etc.
Buffalo, Rochester and Pittsburg Railway.			
295 Cancels 6		May 17, '09	Class rates, B., R. & P. stations to points in Canada.
Central Vermont R.R.			
Sup. 7 40	Sup. 7 G.F.D. 192	May 17, '09	Class rates, New York to stations in Canada.
Boston and Albany R.R.			
148 Cancels 26	4228 Cancels 2241	May 10, '09	Woodenware, c.l., B. & A. points to Montreal.
Lehigh Valley R.R.			
572 Cancels 471 567		May 3, '09	Lath, yarn and cordage, L. V. stations to Canada.
		May 1, '09	Salts, sodas and plasters, L. V. stations to Canada.
		May 10, '09	Hub blocks, c.l., L. V. stations to Canada.
574 Cancels 146 575 Cancels 381 576 Cancels 311 577 Cancels 341 578		May 10, '09 May 10, '09 May 10, '09 May 10, '09 May 10, '09	Glass bottles, c.l., L. V. R.R. stations to Canada. Hemp and sisal, c.l., New York to Brantford and Welland. Pig iron, c.l., points in Pennsylvania to Canada. Machinery, c.l., Aldene, N.J., to Quebec, P.Q.

C.R.C.	R.R. No.	Effective.	Description.
Mobile and Ohio R.R.			
12	A. 71514	May 2, '09	Rosin, pitch and tar, c.l., southern U. S. points to Canada.
4	620	May 1, '09	Lumber, c.l., points in Mississippi to Canada.
Louisville, Henderson and St. Louis Railway.			
3		May 1, '09	Class and commodity, L., H. & S. points to Canada.
Cancels			
2			
Chicago, St. Paul, Minneapolis and Omaha Railway.			
37	480 C.	May 3, '09	Pig iron, c.l., Duluth, etc., to points in Ontario.
Cancels			
36	480 B.		
Illinois Central R.R.			
Sup. 6	Sup. 6	May 1, '09	Classes, Illinois Central points to Canada.
A. 64	1805 A.		
Chicago and Northwestern Railway.			
Sup. 7		May 1, '09	Glucose, c.l., U. S. points to Canada.
71			
Sup. 2		May 1, '09	Lumber, c.l., Mich. and Wis. points to Canada.
73			
West Shore R.R.			
328	A. 4468	Apr. 28, '09	Class rates, W. S. stations to points on G. T. Ry.
Cancels			
311	A. 4356		
Delaware and Hudson Co.			
793	F.D. 4744	May 7, '09	Roofing slate, c.l., D. & H. points to Montreal.
New York, Chicago and St. Louis R.R.			
94		May 7, '09	Agricultural implement springs, c.l., Cleveland, O., to points in Canada.
Cancels			
17			
95		May 8, '09	Machinery, c.l., Cleveland, O., to Welland, 15c. per 100 lbs.
Cancels			
30			
Central Freight Association.			
Sup. 61 and 62		May 5, '09	Class and commodity between Duluth, St. Paul, etc., and points in Ontario.
1			
Sup. 3		May 15, '09	Class and commodity, Canadian points to Texas.
82			
Sup. 5		May 29, '09	Commodities, Milwaukee to points in Canada.
46			
Hocking Valley Railway.			
Sup. 4	Sup. 4	May 17, '09	Pig iron, c.l., Ohio points to Toronto.
7	B. 1041		
Kingston and Pembroke Railway.			
Sup. 2	Sup. 2	Apr. 17, '09	Commodities, K. & P. stations to various points.
207	135		
Pennsylvania R.R.			
32 S.S.		May 4, '09	Brick, c.l., Pennsylvania points to Canada.
Cancels			
29 S.S.		Apr. 30, '09	Salt, c.l., Pifford and Cuylerville, N.Y., to Canada.
S.S. 31			
Cancels			
S.S. 27		May 4, '09	Fire brick and clay, P. R.R. stations to C. P. R. points.
K.K. 25			
Cancels		May 6, '09	Fire brick and clay, P. R.R. stations to Canadian points.
K. 61			
R.R. 99		May 21, '09	Fire brick and clay, P. R.R. stations to Canadian points.
Cancels			
R.R. 21		May 15, '09	Classes, P. R.R. stations to points on C. P. R.
Sup. 6			
P.P. 5			
Sup. 6			
G. 36			

BOOKS AND CATALOGS

ARTIFICIAL WATERWAYS IN COMMERCE.

"THE rehabilitation of both the artificial and the natural waterways in the United States has been brought prominently forward for national consideration by reason of the inability of the land routes to give adequate service at periods of special pressure." The writer, A. Barton Hepburn, in his book entitled, "Artificial Waterways and Commercial Development" (The MacMillan Co., Toronto), thus discusses the value of water-routes in the carrying business of the country. The book outlines the history of canal construction in a readable fashion and then takes up in detail the artificial waterways system of the United States. An interesting chapter is devoted to the Panama Canal, as is also one on the Waterways Question and Conservation of Our Resources. The little volume of 112 pages will be found well worth reading, particularly in view of the tendency in Canada also to look more closely into the possibilities of our canals and natural waterways.

MANUFACTURE AND USES OF MALLEABLE CAST IRON.

To the manufacturer and engineer who has to do with malleable cast iron as a finished product, of the history of which he would not be ignorant and whose properties he must be reasonably familiar with, rather than deeply learned on from the metallurgical point of view, the treatise (Malleable Cast Iron, by S. Jones Parsons, M.E., Archibald Constable & Co., Pub., London, W.C., price, \$2.25), can safely be recommended as containing all the required information.

The process of the manufacture of malleable cast iron is clearly and concisely outlined in the description of the details of foundry practice, moulding shop, annealing, finishing, pattern and core making. In addition to this, there are chapters on Design and Inspection, dealing with the internal weakness of certain forms of castings and with the methods of determining the reliability of the finished malleable metal under various stresses.

The entire work is characterized by the absence of labored technical language and by the practical nature of everything outlined in it; in fact, it is this practical quality that saves the book from being a mere popular exposition.

A TELEPHONE DIRECTORY COVER.

A. C. Leslie & Co., of Montreal, have sent to their friends a telephone directory cover that is much appreciated. It is of stiff board, with a wire attachment for holding the book firmly in place. The cover solves the difficulty of keeping a directory without its being torn to pieces by usage.

"Who Makes What?" published by Daniel T. Mallett, 253 Broadway, New York, at one dollar, is a directory of wholesale hardware dealers in the United States and Canada. It is described as a book of reference for buyers, and it will be found admirably arranged to serve this purpose.

A catalogue has been received from P. Payette & Co., Penetanguishene, Ont., illustrating the lines of sawmill machinery manufactured by that company. Light circular rigs, steam niggers and canters are their specialties.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquiries, apply by numbers to the Secretary, at Toronto.

- 473 **Broom Handles.**—A Cape Town firm of wholesale and retail merchants desire to communicate with Canadian exporters of broom handles.
- 474 **Canvas-covered Canoes.**—One of the largest firms of export and import agents in New York City have an enquiry for the above goods. They think good business can be done.
- 475 **Clothespins.**—A well-known firm of import and export agents in New York City desire to hear from Canadian manufacturers of common clothespins who can do export trade.
- 476 **Cloths, Hosiery, Umbrellas, Fancy Goods, etc.**—A manufacturers' agent in China writes to get in touch with Canadian manufacturers of the above goods whom he might represent in the Chinese markets, where he claims a good trade can be done.
- 477 **Church and Other Furniture.**—A manufacturers' agent, who has had considerable experience in South Africa, writes that there are excellent openings for church and other furniture. He desires to hear from firms who are prepared to lay down a range of samples, and would welcome full particulars from anyone interested. This is a good trade opportunity. Further particulars at this office.
- 478 **Covers for Sugar Barrels.**—A well-known Ontario firm, members of the Canadian Manufacturers Association, are in the market to purchase wooden barrel covers for sugar barrels.
- 479 **Coat and Trouser Hangers.**—A well-known firm of printers and publishers are in the market to purchase the above goods.
- 480 **Collapsible Canvas Canoes.**—One of the best known manufacturers' agencies in London, England, are in a position to place orders for the above canoes, suitable for the New Zealand market.
- 481 **Cart Wheels.**—A Manchester firm, now buying in the United States, asks for description and prices of cart wheels from Canadian manufacturers.
- 482 **Cornice Poles.**—A Manchester firm desires to obtain prices of cornice poles separate; and fittings separate, 4, 5, 6, 9, and 12 feet by 1 3-8 and 1 7-8 inches, from Canadian manufacturers.
- 483 **Carriage Stock.**—A South African firm of wholesale merchants desire to be placed in touch with Canadian manufacturers of wheel rims, hubs, spokes and shafts.
- 484 **Chair Legs, Seats, Etc.**—Enquiry is made by a firm of general timber importers in the North of England for Canadian manufacturers of chair legs, seats, and chair stock generally.
- 485 **Electric Drills.**—An old reliable firm of wholesale machinery agents and engineers in Glasgow, Scotland, desire to secure an agency of first-class Canadian firm manufacturing electric drills.
- 486 **Felling Machinery.**—A large contractor in London, England, who is building a railway on the West Coast of Africa, desires to get in touch with Canadian manufacturers of machinery which can be used for felling large hardwood trees. Desires something of a portable nature if possible, and would welcome suggestions from reliable firms.
- 487 **Fertilizer.**—The Canadian Trade Commissioner in Barbados, B.W.I., advises that there is a good market in the Island for fertilizer made from the by-products of meat-packing houses. Forms of enquiry and other information may be had at this office.

- 488 **Flour.**—A South African firm of wholesale merchants desire to communicate with Canadian manufacturers of flour.
- 489 **Green Peas.**—A Manchester firm asks for samples and prices of dried green peas from Canadian exporters.
- 490 **Lamps, Lanterns, Paint Brushes, Lamp Chimneys.**—One of the largest firms of export and import agents in New York City write that they have enquiries from New Zealand for catalogues and prices of Canadian manufacturers of the above goods. They think some business could be done.
- 491 **Linseed Cakes.**—A Belfast firm, who are large flour and grain dealers, having a wide connection, are desirous of getting into touch with crushers of linseed cakes in Canada.
- 492 **Manufacturers' Agent.**—A well-known Ottawa man, who has had considerable experience in dealing with manufacturers, is open to act as agent for first-class firms in any part of Canada.
- 493 **Match Splints.**—A well-known firm of timber merchants, wooden goods dealers in London, England, are in the market to purchase match splints in bulk of white pine, 2 in. in length, 1½ in. in thickness, and any width. Will pay cash. This is an excellent trade opportunity.
- 494 **Pastry Boards.**—A Manchester firm asks for description and prices of pastry boards from Canadian manufacturers.
- 495 **Pine Doors.**—A Lancashire firm asks for description and prices of pine doors from Canadian manufacturers.
- 496 **Paints.**—A South African firm of wholesale merchants desire to communicate with Canadian manufacturers of paints.
- 497 **Pine, Spruce Deals, Flooring, Etc.**—A South African firm of commission agents desire to communicate with Canadian exporters of pine and spruce deals, and spruce ends; tongued and grooved birch flooring, and poplar and ash.

SPECIAL ENQUIRY.

Ladies' Waists, Skirts, Etc.—A gentleman in Quebec, with many years' experience as a selling representative, desires to hear from Ontario manufacturers of clothing for men and women, who could appoint him their representative in Quebec City district. Excellent references and connections.



Uncle Sam Serenading Miss Canada—A "Closer Relation" Cartoon from the "Detroit Journal."

AMONG THE INDUSTRIES

ONTARIO.

The Norton Manufacturing Co. have sold their business in Hamilton to the American Can Co.

A box and basket factory will be established at Beamsville, Ont., by H. A. Metler, St. Catharines.

The Railway and Municipal Board of Ontario have ordered the construction of a new station at Guelph.

An addition to the Collegiate Institute in Chatham, Ont., will be built this summer at a cost of about \$15,000.

The Expanded Metal and Fireproof Company will erect a one storey addition to their factory on Fraser Ave., Toronto.

E. R. C. Clarkson has been appointed provisional liquidator of the Weller Sills Company, lumber manufacturers, Colborne, Ont.

Hamilton will build a new Carnegie Library at a cost of at least \$100,000, of which amount the Laird of Skibo will contribute \$75,000.

The new wing to the Legislative Buildings in Toronto will be proceeded with this year. It will call for an expenditure of half a million dollars.

It is reported from Welland that the Building, Lumber and Supply Company, consisting chiefly of Orillia capitalists, will erect a large factory in Welland.

The International Time Recording Co., a United States company, have purchased the plant and business of the Canadian Time Recording Co., Alice St., Toronto.

The by-law by which the municipality of Paris will loan the Sanderson-Harold Co. \$25,000, to assist them in rebuilding their factory, was carried practically unanimously.

Clatworthy & Company, manufacturers of millinery and dry goods store fixtures, Toronto, have purchased a property in that city, where they will establish a machine shop.

A new Union Station is reported to be under consideration for Hamilton. If it goes through it will be intended to accommodate the T. H. & B., the G. T. R., and, if it enters the city, the C. N. R.

United States capitalists will build a \$1,500,000 hotel on Yonge St., Toronto. Essenwein & Johnson, of Buffalo, have already drawn the plans and they have been accepted. It is believed that work will commence on the new building, which will be of eleven storeys, within three months.

There are evidences of a very large movement of manufactured goods this year, especially in lines purchased by farmers. The Page Wire Fence Co., Limited, report March sales as showing an increase of over 40 per cent. more than in same month of last year.

Port Stanley is making a bid for the steel plant which has been mentioned in connection with Sarnia for some time. Ald. Ferguson has pointed out the superior advantages of the former place.

The East City Furniture Co., of Peterborough, will enlarge its plant this year.

The Gurney Foundry Co. will build an addition to their plant at West Toronto.

M. Beatty & Sons, Welland, will greatly increase their plant during the present year.

It is reported that the C. P. R. will establish a plant for creosoting railway ties, at Fort William.

The Trent Valley Woollen Mills, Campbellford, Ont., are considering the extension of their plant.

The American Laundry Machinery Mfg. Co., of Chicago, may erect a Canadian branch in Toronto.

The Burrell Rock Drill Company, of Belleville, will build concrete machine and forge shops and storehouse.

The Wallaceburg Glass Co.'s factory, at Wallaceburg, Ont., was destroyed by fire recently, entailing a loss of \$125,000.

Local capitalists are considering the establishment of a furniture factory in Strathroy. J. A. Minchiner is interested.

The Capital Scale, Brass and Iron Foundry Co. will erect a building in Ottawa this summer. A site has been purchased.

The City of Ottawa will build a new registry office. Competitive plans have been received and a selection will be made promptly.

Welland may have an addition to its industries in the form of a brick plant. E. O'Connor, of Hamilton, is promoting the scheme.

The factory which the T. Eaton Co. will build on Trinity Square, Toronto, will cost \$215,000. It will be of eight storeys and basement.

Thessalon, Ont., will loan a company \$10,000 which is to erect a saw milling plant, at a cost of \$25,000. F. H. Lawrence, of Ekoba, is at the head of the company.

The Standard Sanitary Manufacturing Co., of Pittsburg, Pa., have purchased the plumbing supply business of Somerville, Limited, Toronto. It is understood that they will establish a large plant in Canada.

QUEBEC.

The Dominion Bank will build a branch bank in Montreal.

The Government will build a new post-office at Point St. Charles.

A \$200,000 addition to the Montreal General Hospital is contemplated.

McFarlane, Son, & Hodgson, Montreal, will erect a warehouse this summer.

The Consolidated Litho. and Manufacturing Co., of Montreal, suffered a \$25,000 loss by fire recently.

Plans are being prepared by Marchand & Haskell, Montreal, for an eight storey bank and office building, to be erected in that city by the Banque Nationale.

J. Eveleigh & Co., trunk manufacturers, Montreal, will build a new factory in Montreal, at a cost of \$70,000.

The Y. W. C. A., at Montreal, have completed arrangements for the erection of a \$75,000 building. The building is to be commenced this summer.

It is reported that a proposition will be made to the Federal and Provincial Governments for assistance towards the construction of a \$7,000,000 bridge across the St. Lawrence, at Montreal. The bridge would be from Montreal to St. Helen's Island, and thence to Longueuil.

WEST.

The Vancouver Briquette Co. will erect a plant in Nanaimo, B.C., at a cost of \$30,000.

The Saskatchewan Western Elevator Co. will build a new elevator at Tugaske, Sask.

The Edmonton City Dairy Co. will build a butter and cheese factory at Strathcona, Alta.

Winnipeg will spend about \$782,000 on its power development scheme during the coming year.

The Board of Trade of New Westminster, B.C., is interesting itself in the erection of an elevator in that city. This is in view of the increasing grain shipments via the Pacific.

A saw-mill and shingle-mill will be established on the Fraser River, near Eburne, B.C. R. D. Rorison & Son, who will build the mills, own large timber limits in that locality. The mills and wharfs will cost \$109,000.

The McLaughlin Motor Co. will build a \$23,000 garage in Winnipeg.

Tees & Persse, of Winnipeg, will erect a warehouse in Regina, Sask.

A \$1,000,000 building for the Bank of Montreal, in Winnipeg, is now proposed.

The Winnipeg Paint and Glass Co. will build an addition to their warehouse in Calgary.

A hospital will be erected at a cost of \$115,000, at Regina, by the Order of the Grey Nuns.

The Twin City Manufacturing Co., now of Strathcona, Alta., may establish its plant in Edmonton.

The Government will build an armoury at Portage la Prairie, Man. A site has already been purchased.

The Dominion Carbolineum Works, Vancouver, B.C., will make big extensions to their plant during the present year.

The Stevens Brick Co., of Portage la Prairie, will extend their plant if they can get certain concessions from the city.

It is reported that the Manitoba Rolling Mills Co. will expend \$200,000 on extensions to their plant during the present summer.

Prince Albert, Sask., has received a report from C. H. Mitchell, consulting engineer, Toronto, on a proposed power development on the Saskatchewan River. The work would cost \$1,000,000.

THIS IS FOR YOU

Next month we will issue the Trade Index number of INDUSTRIAL CANADA.

You will want to keep it for reference during the coming year; therefore this cover has been designed.

The cover will be as serviceable for next year's Index as for this. It is a permanent protection.



It consists of heavy cloth and board sides and back, the sides extending beyond the edges of the paper.

The Trade Index is held firmly in place by a steel clasp, as indicated in the cut.

Do you wish to preserve your Trade Index?

Price, \$1.50

Write, INDUSTRIAL CANADA, Toronto.

A new court house will be built this summer at Medicine Hat.

A school building, to cost \$40,000, will be erected in Dauphin, Man.

The Edmonton Iron Works Co. will build a \$35,000 plant in that city this summer.

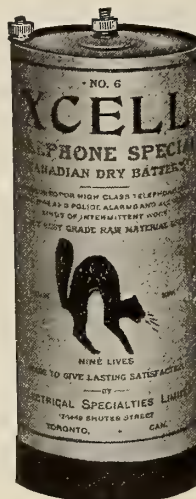
An addition to the hospital at Revelstoke, B.C., will be erected at a cost of \$16,000.

Plans are being prepared for a main building for the Vancouver Exhibition Association.

The George White & Sons Co., London, manufacturers of thresher machinery, are building a distributing warehouse in Brandon.

The International Roturbine Engine Co., of Minneapolis, may erect a branch factory in Winnipeg. Some of the company's officials have been looking over the field.

The National Rolling Mills Company, which has been in process of organization, is assuming definite form. Mr. Henry McArel, of Sydney, N.S., speaks hopefully of the company's prospects.



X CELLS HAVE NINE LIVES

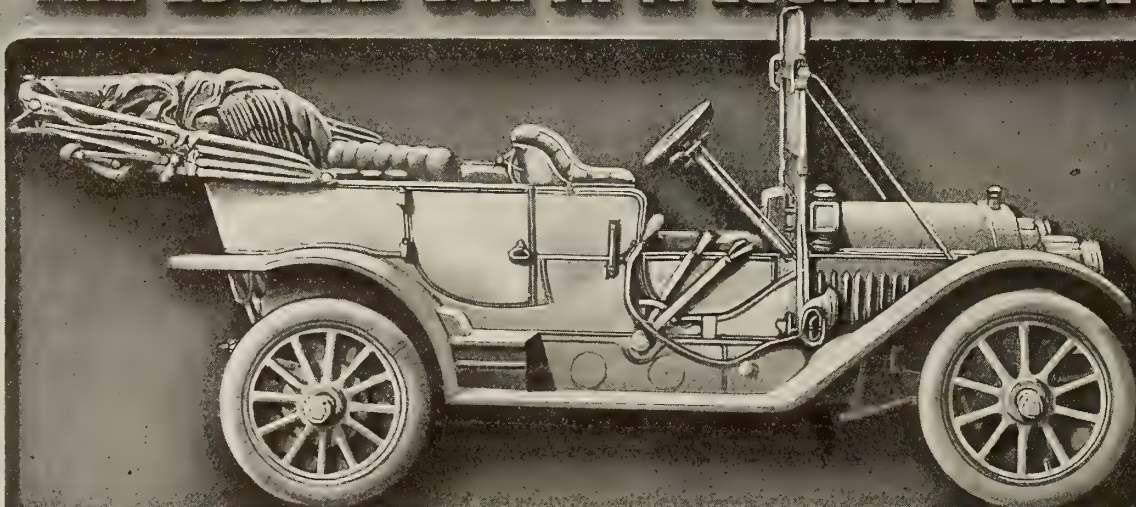
They EXCELL all others
Satisfaction Guaranteed
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Made in Canada, and Good

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Electrical Specialties
TORONTO Limited

"THE LOGICAL CAR AT A LOGICAL PRICE"



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PRICE \$3000

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Canadian General Electric Co.

Limited

King and Simcoe Streets, Toronto, Canada

Montreal, Halifax, Ottawa, Winnipeg,
Vancouver, Rossland



Manufacturers of
Electrical Apparatus
Of All Kinds

Complete Electrical Installations for all Purposes

R. N. Willoughby, Brandon, will build the \$70,000 Y. M. C. A. building at Moose Jaw, Sask.

J. C. Keith, Victoria, B.C., has prepared plans for a new school to be erected in that city at a cost of \$45,000.

Contracts have been let for a big bridge across the Red River. Haney, Quinlan & Robertson will put in the sub-structure and the Dominion Bridge Co. the steel work.

Catalogues have been received from the Canada Cycle and Motor Co., Toronto, illustrating their complete line of bicycles. Bicycle riding is again arousing interest in the general public and the present year should prove a busy one for bicycle manufacturers. The Canada Cycle and Motor Co. make them at various prices.

MARITIME PROVINCES.

The saw mill owned by L. N. Frechette, at Halifax, N.S., was destroyed by fire recently.

The Harris Forge Co., recently organized with a capital of \$25,000, will establish their plant at New Glasgow, N.S.

NEW COMPANIES.

The following new companies have been incorporated:

W. W. Scott & Co.; capital, \$20,000; head office, Montreal. This company will manufacture interior woodwork and furnishings. W. W. Scott, of Montreal, is organizer.

The National Boiler Washing Co.; capital, \$250,000; head office, Montreal. F. H. Hopkins, Montreal, is a director.

The Standard Paper Bottle Company of Canada; capital, \$125,000; head office, Montreal. Octavien Rolland, Montreal, is a director.

John Watson & Son, of Montreal; capital, \$49,000; head office, Montreal. The company will manufacture ornamental and architectural iron work. A. H. Duff is solicitor.

White, Limited; capital, \$90,000; head office, Ottawa. The company will manufacture clothing. J. H. Ferguson, Ottawa, is a director.

Maw Brakes; capital, \$100,00; head office, Montreal. Robert Maw, Montreal, is a director.

The Laurentian and Construction Engineering Co.; capital, \$45,000; head office, Montreal. P. A. Masson, Montreal, is a director.

The Audit Company of Montreal; capital, \$250,000; head office, Montreal. Rennie O. McMurtry, is solicitor.

The Laurentian Crushed Granite Co.; capital, \$49,000; head office, Montreal. Rennie O. McMurtry is solicitor.

The Star Biscuit Co.; capital, \$90,000; head office, Valleyfield. A. S. Pielue, Valleyfield, is a director.

DEATH OF MR. FROST.

Mr. C. B. Frost, of the Frost & Wood Co., Smith's Falls, died very suddenly in that town on April 20th. He had been actively engaged in business the day before, and had shown no signs of indisposition till late at night. His death came as a great shock to his fellow-citizens, among whom he was held in the highest esteem.

Mr. Frost, who at the time of his death was in his 68th year, was born in Smith's Falls and spent his entire life there. He was the senior member of the Frost & Wood Co., and was largely responsible for its success.

Does a saving of from 25 to 50 per cent. of your power cost interest you?

Mr. Manufacturer:—

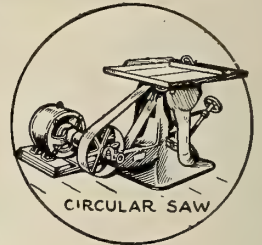
You know your one best step towards greater profits is reduction in cost of production.

You also know that one of the big items of cost is power—perhaps the biggest.

Now wouldn't it interest you—wouldn't it mean money in your pocket—if you could save from a quarter to one half of what your power is costing you to-day?

Now it is just that saving that we wish to tell you of. Even though your plant is equipped much above the average, it is to your interest to know about this still better system.

We want to give you all the facts about Western Electric Induction Motors and prove to you conclusively what saving in dollars and cents and what increase in efficiency that system of power will effect in your plant.



CIRCULAR SAW

Look your plant over and figure out how many tons of metal you keep rotating over the heads of your workmen and how many square feet of belting you keep travelling at express train speed.

It takes power to keep that mass of non-productive machinery moving. Power that costs you money and adds nothing to the production of your plant.

Twenty-five to fifty per cent. of power developed by your engine is lost by the line shaft and belt transmission system. This fact has been repeatedly proven by actual tests.

You can save this loss—add it to your profits by installing Western Electric Induction Motors.

They can be mounted on the floor, wall or ceiling, as required, or on the machines

which they are to operate, thus eliminating all belts and hangers.

Western Electric Induction Motors are the simplest of all electrical machines. In operation they are as simple as a shaft rotating in its bearings and require no attention beyond that given to bearings.

The individual motor-driven machines form compact units in themselves, thus allowing the workmen to get around them better and do better work. Besides this you pay only for the power used in actual production—only the machines which are actually employed in turning out your product need be kept running.

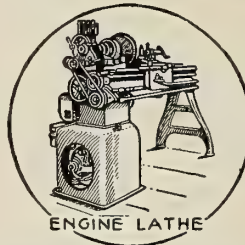
Western Electric Induction Motors are the result of 30 years of untiring efforts at improvement.

That the Western Electric Company have produced \$230,000,000 worth of electrical apparatus during the last five years, is a significant fact that speaks volumes for the efficiency of their apparatus.

These are but a few of the facts about Western Electric Induction Motors. If you are interested in increasing the efficiency of your plant—if you are interested in cutting down the cost of your power—write to-day for Bulletin No. 207.

We would be glad to have our engineers look over your plant and prove to you by actual figures what a saving you can effect by installing Western Electric Motors. This service is absolutely free and puts you under no obligation to us.

Write to-day for Bulletin No. 207 and full particulars.



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DRILL PRESS



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THE NORTHERN ELECTRIC AND MANUFACTURING CO. LIMITED

Manufacturers and suppliers of all apparatus and equipment used in the construction, operation and maintenance of Telephone and Power Plants.

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SILVERWARE

Table Silverware for Hotels, Steamships, Clubs and Family Use

Cutlery and Flatware

*Sterling Silver and
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TRADE MARK
1847 ROGERS BROS. 

MAKERS OF

Trophies, Medals and Shields

*For Presentation and
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MERIDEN BRITANNIA CO.

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SHEET METAL BUILDING MATERIALS

Cornices, Skylights, Ventilators,
Finials.

Corrugated Iron, straight or curved.
Metallic Shingles, Siding, Ceiling
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Fireproof Windows, Shutters and
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Pressed Zinc Ornaments.

Write for Catalogue and Quotations.

Reliable goods only.

No cheap trash.

The Metallic Roofing Co., Limited

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MANUFACTURERS OF

"OTIS STANDARD ELEVATORS"

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COR. KING AND JAMES STS.



Page White Fences

GET THE BEST

Styles for Lawns, Farms and Ranches.
Made of high carbon wire, galvanized
and then painted white. Tougher and
stronger wire than goes into any other
fence. Get 1909 prices and illustrated
booklet.

The Page Wire Fence Co., Limited, Largest Fence and Gate Manufacturers in Canada

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223

CANADIAN NATIONAL EXHIBITION TORONTO

August 28 to September 13, 1909



THE MANUFACTURERS' BUILDING

MANUFACTURERS:

*If you have not already
applied for space, send in
your application at once.*

Address Applications to **J. O. ORR, Manager and Sec'y, City Hall, Toronto**



"BANNER COUCH"

This Couch is made from high-carbon steel spiral springs mounted on a rigid foundation of band steel, on edge, exactly the same as the well-known "Banner" Spring Bed.

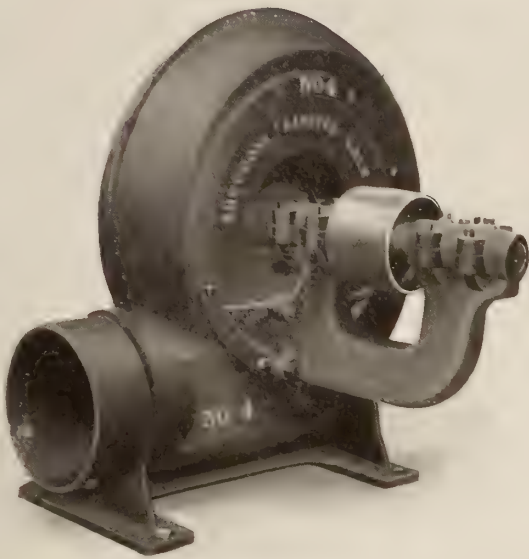
The width is 2 ft. 2 in. by 6 ft. long, and makes a comfortably roomy Cosy Corner or Lounge, and a luxurious "Banner" Spring Bed for night use.

The pad is filled with buoyant layers of pure, new cotton felt, covered with best quality olive-green denim.

Your dealer can sell you the "Banner" Couch as cheaply as a poor sofa. Ask to see our trade mark (as shown above) before buying—it is put on the side of every genuine "Banner" Couch for your protection and ours.

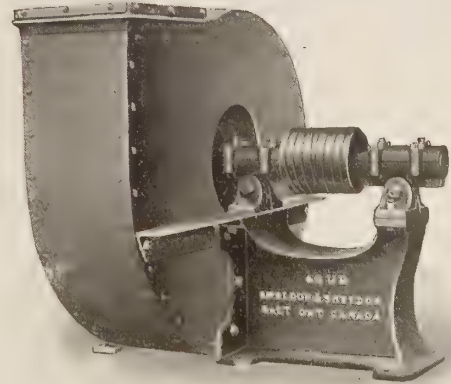
THE ALASKA FEATHER & DOWN CO., LIMITED MONTREAL & WINNIPEG

EXHAUST FANS



MEDIUM EXHAUST FAN

Sheldon Exhaust Fans are designed for conveying light materials, etc. through piping or against any resistance, and are especially adapted for exhausting such waste products as:—



STEEL PLATE EXHAUST FAN

DUST—from Grinding and Polishing Machines, Tumbling Barrels, Leather Shaving Machines, Machines for Mixing and Packing Chemical Powders, etc.

STEAM AND VAPORS—from Plating and Metal Pickling Rooms, Chemical Laboratories, Boiler Rooms, etc.

SMOKE AND HOT GASES—from Forge Fires, Furnaces, etc.

SHAVINGS AND SAWDUST—from Woodworking Machines

SHELDONS LIMITED, GALT, CANADA



**Dominion
Express**
MONEY ORDERS



Safe Convenient Economical

Payment is guaranteed and a prompt refund will be made, or a new order issued without extra charge, if order is lost, stolen or delayed in transit.

Payable at par in over 30,000 places in Canada, United States, Newfoundland, West Indies, Central and South America, Hawaii, Philippines and the Yukon.

FOREIGN CHEQUES

issued in Sterling, Marks, Francs, Lire, etc., payable in all commercial countries of the world at current rates.

Travelers' Cheques. Superior to Letters of Credit

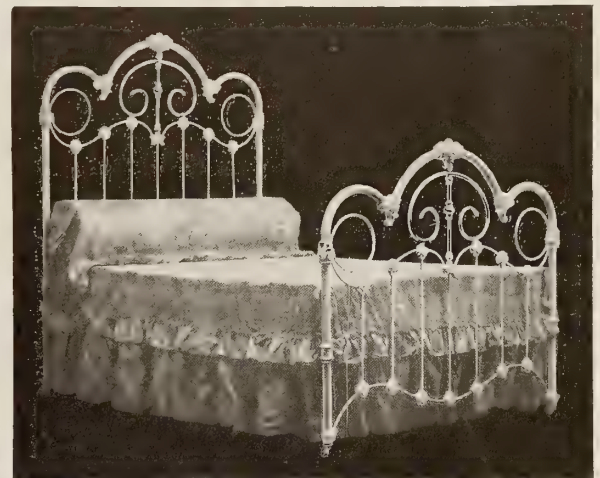
In denominations of \$10, \$20, \$50, \$100 and \$200, with equivalents in Foreign Money printed on each cheque. They are self-identifying and payable everywhere.

General Offices - TORONTO



**Agencies Throughout
Canada**

Numerous branch agencies in Drug Stores, etc., convenient to business and residential districts, open early and late.



No. 5171 Enameled Bedstead. Price \$15.00.

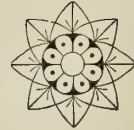
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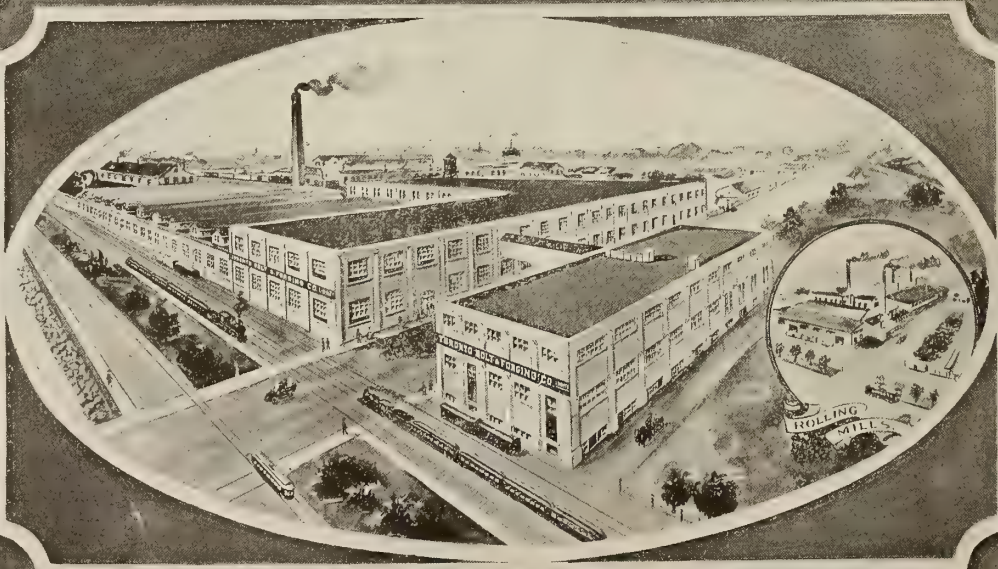
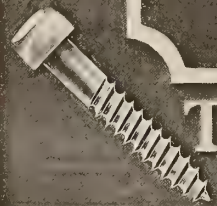
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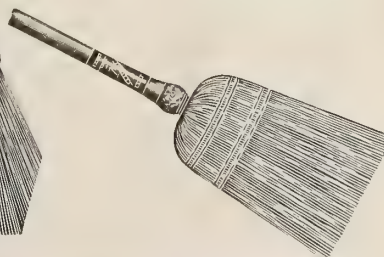
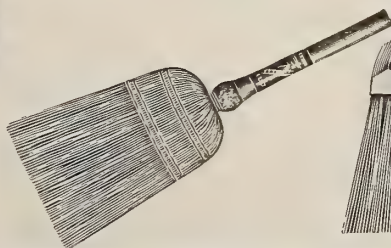


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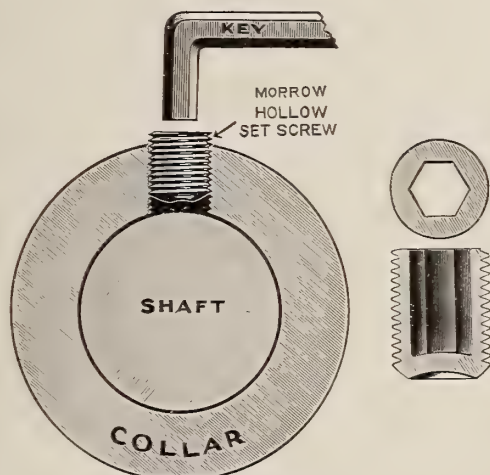
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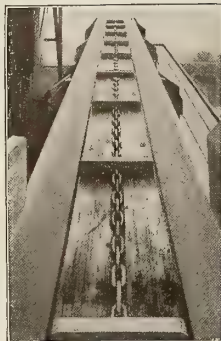
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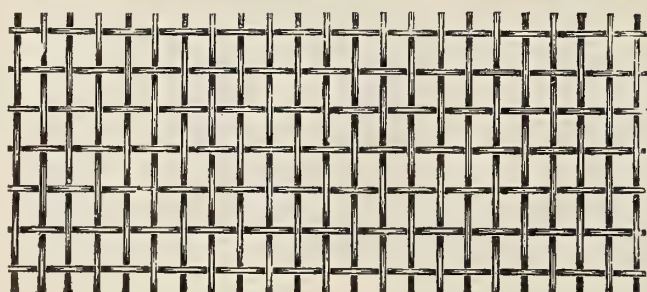
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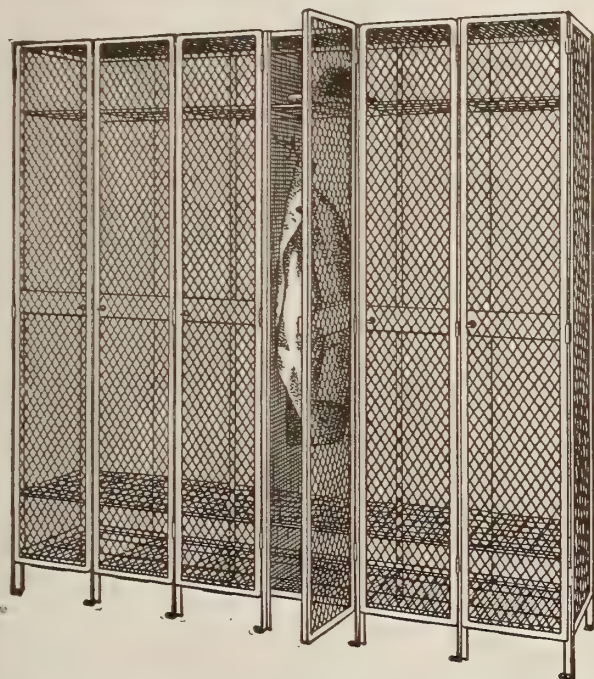
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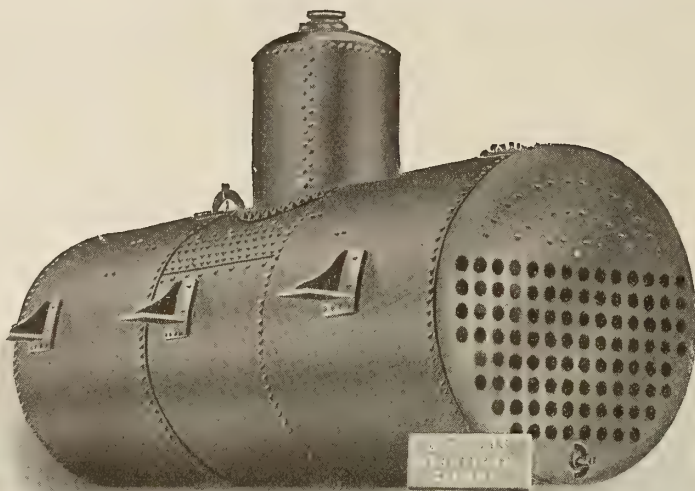
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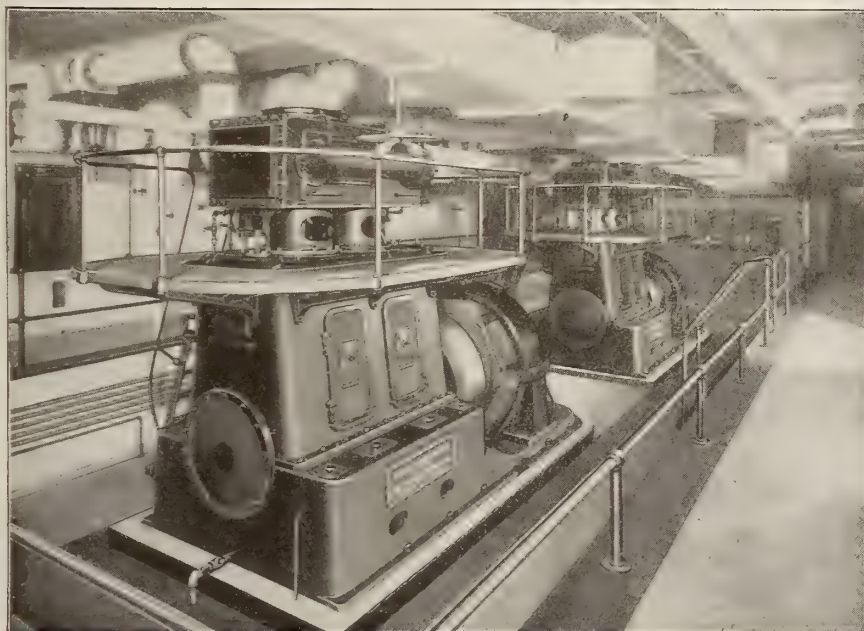
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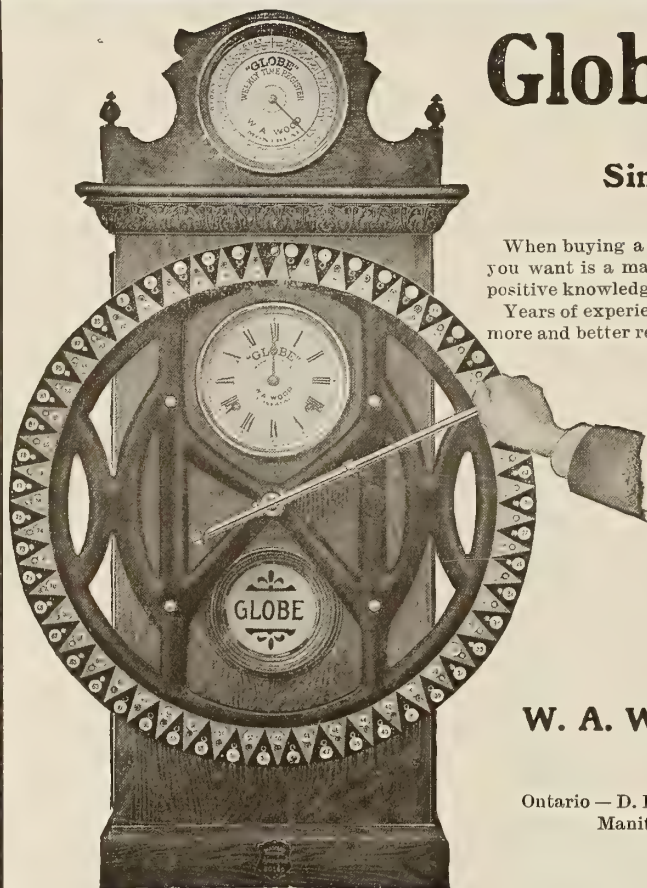
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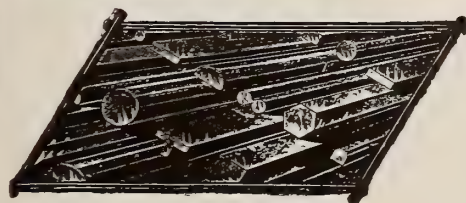
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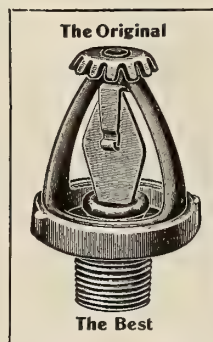
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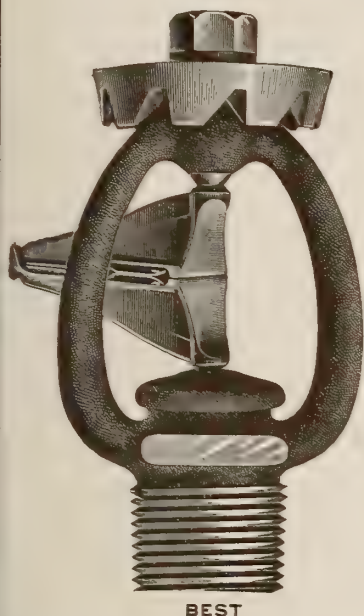


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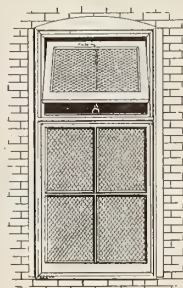
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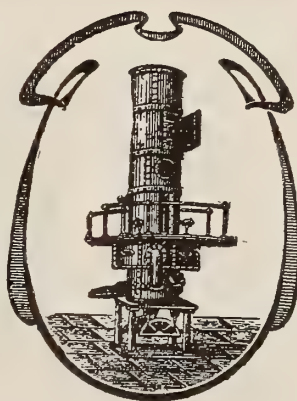
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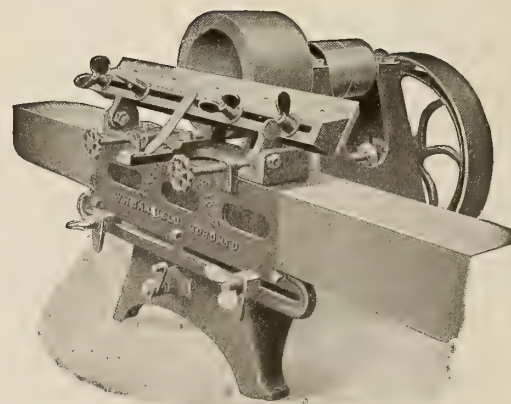
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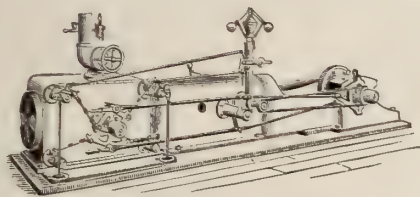
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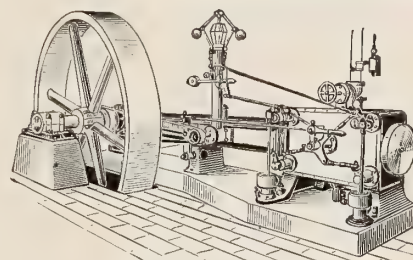
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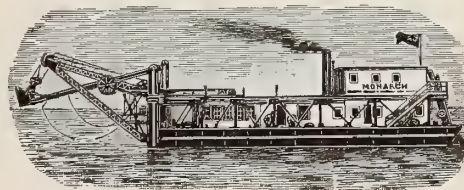
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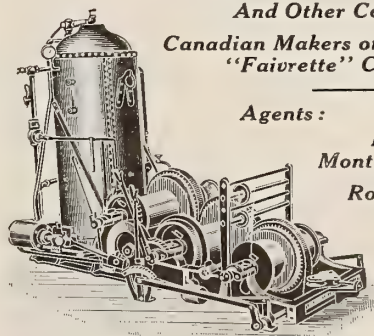
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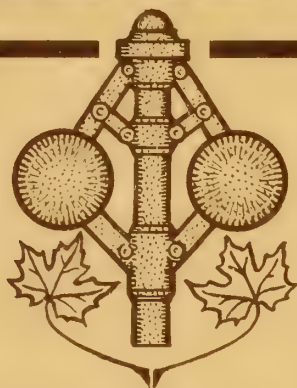
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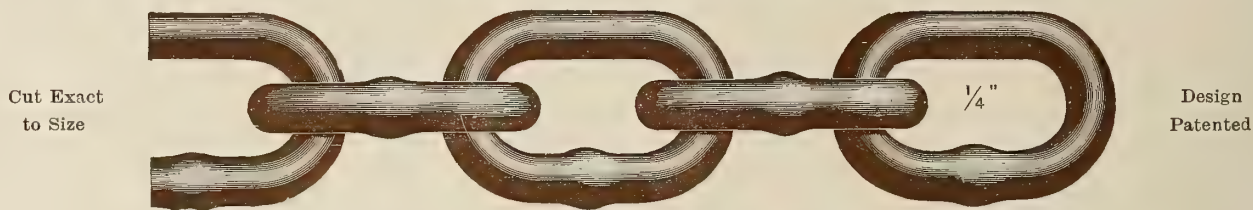
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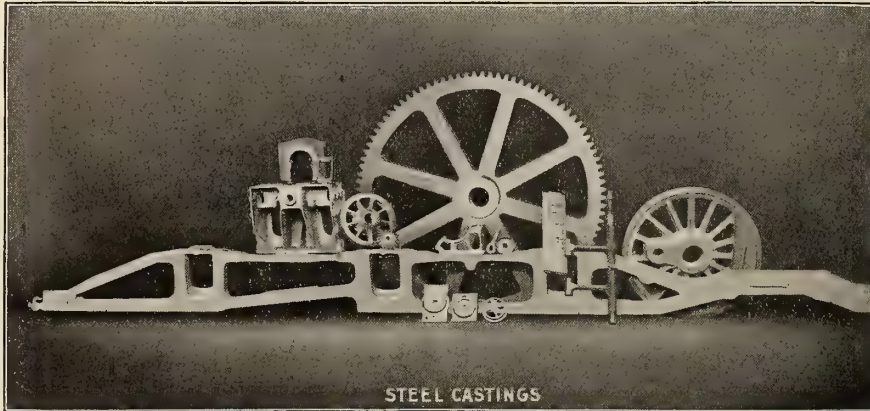
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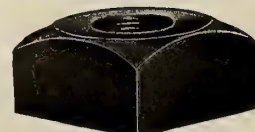
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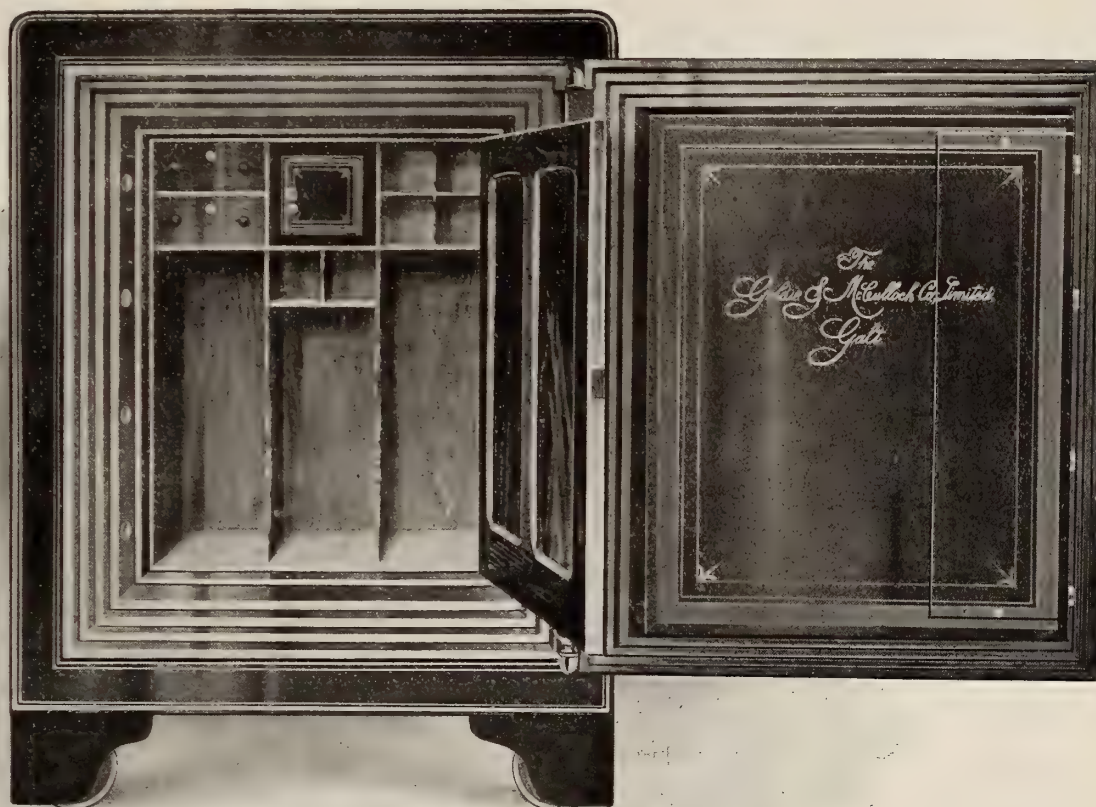
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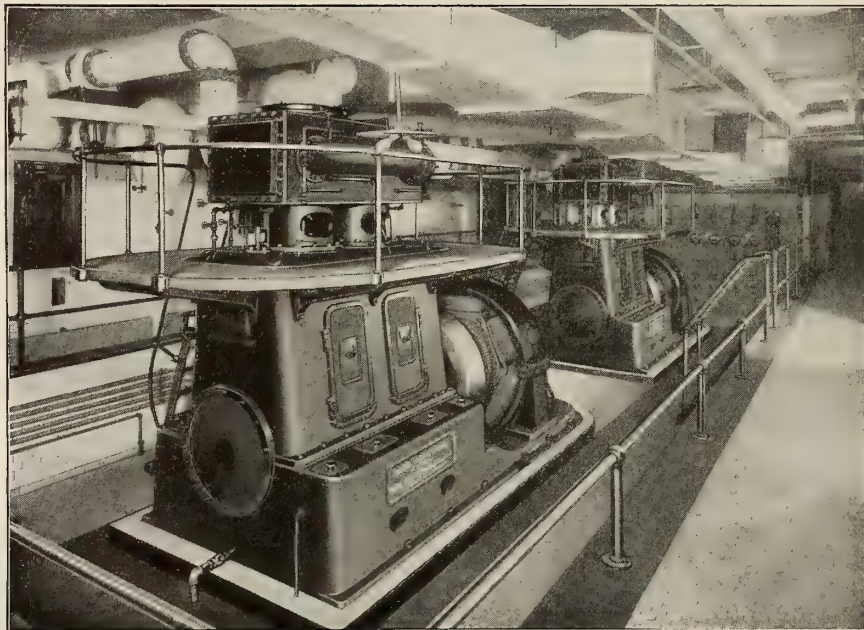
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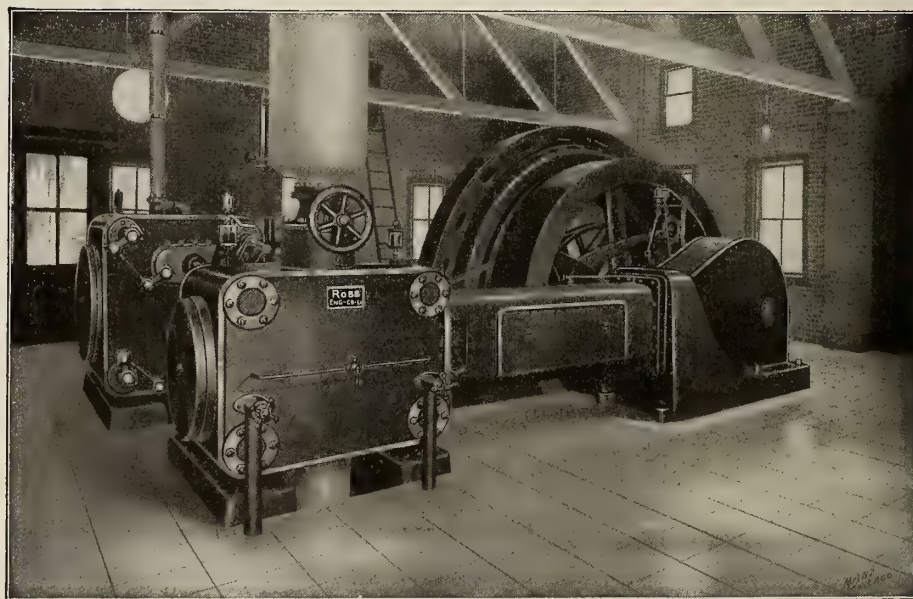
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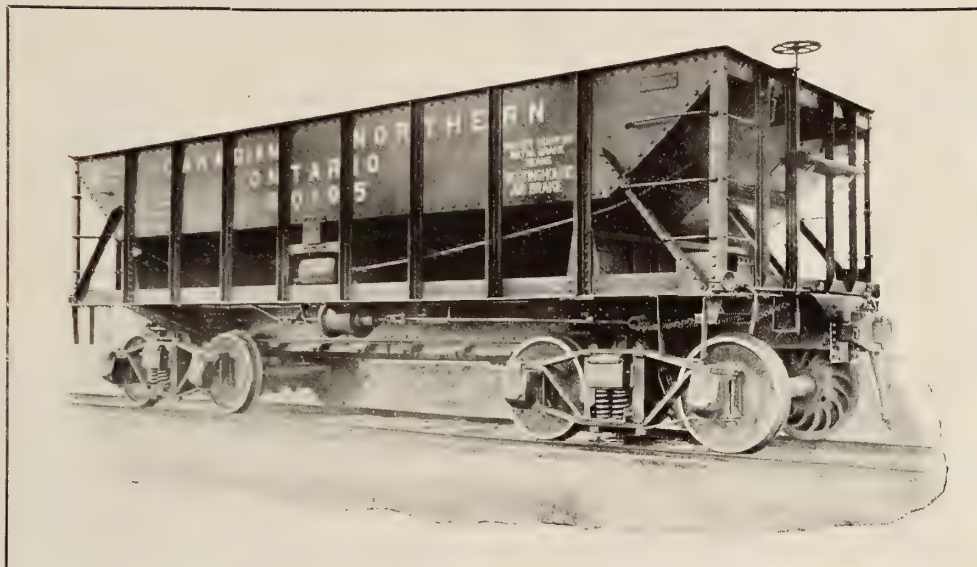
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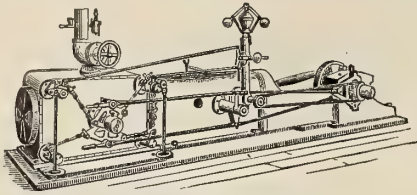
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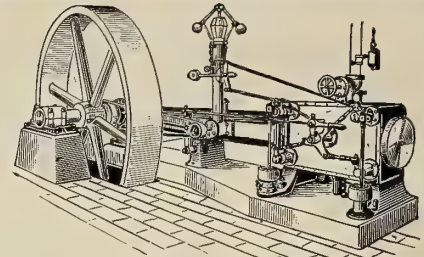
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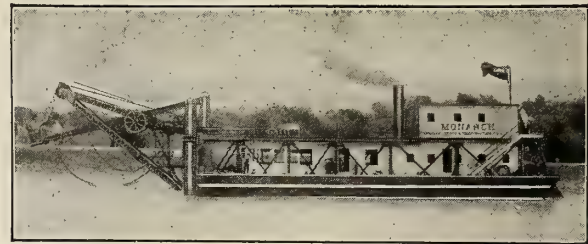
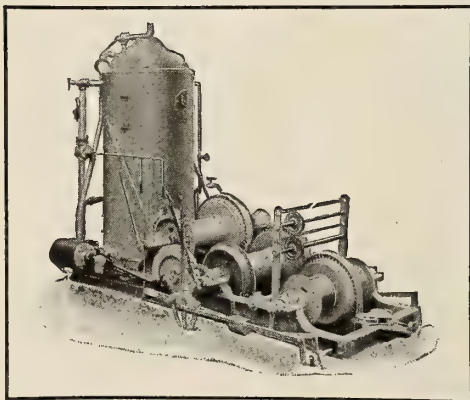
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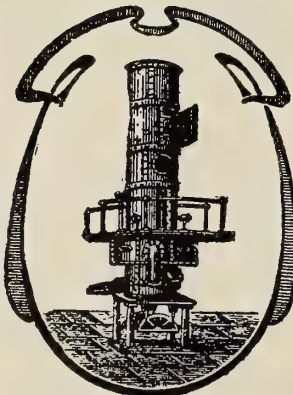
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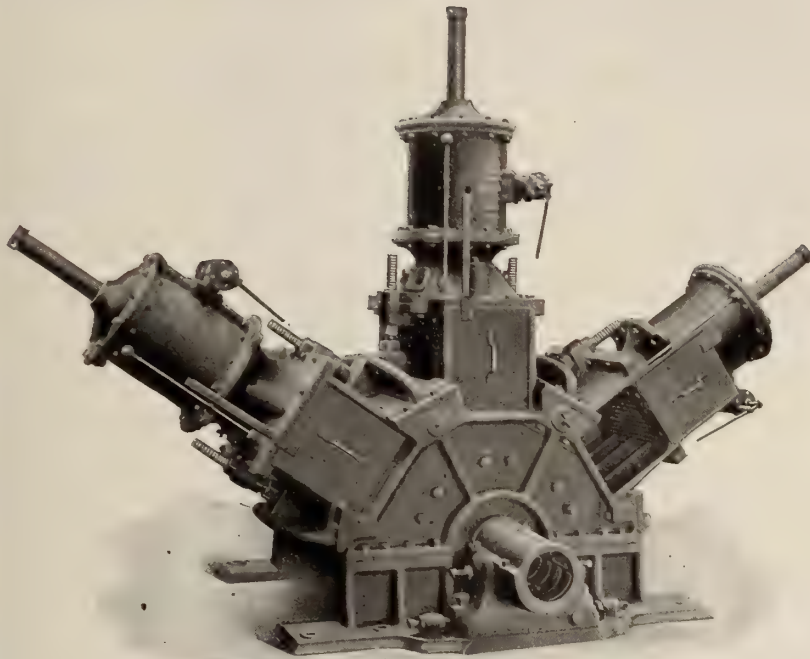
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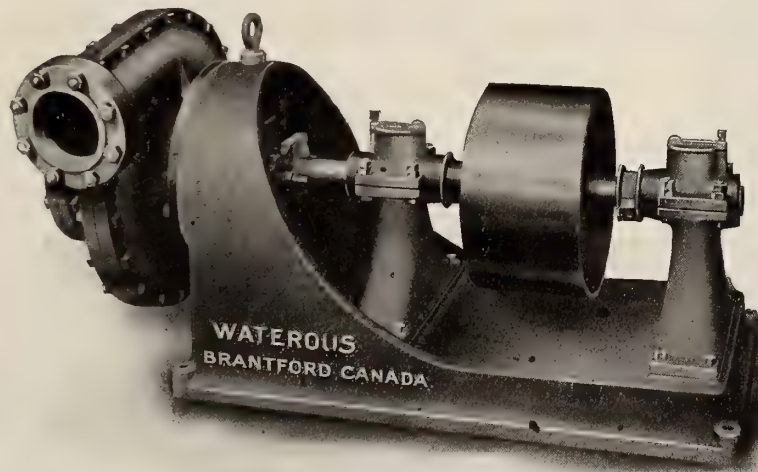
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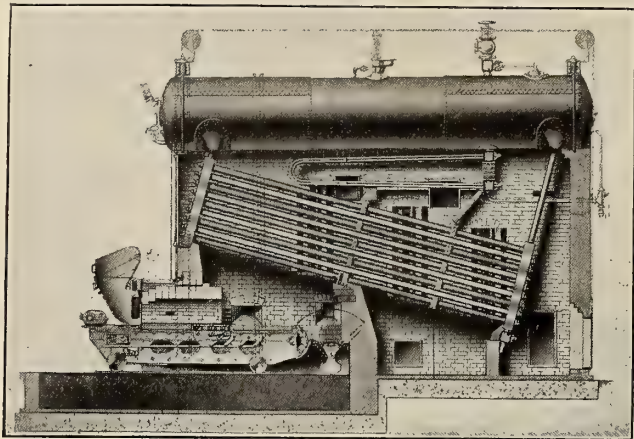
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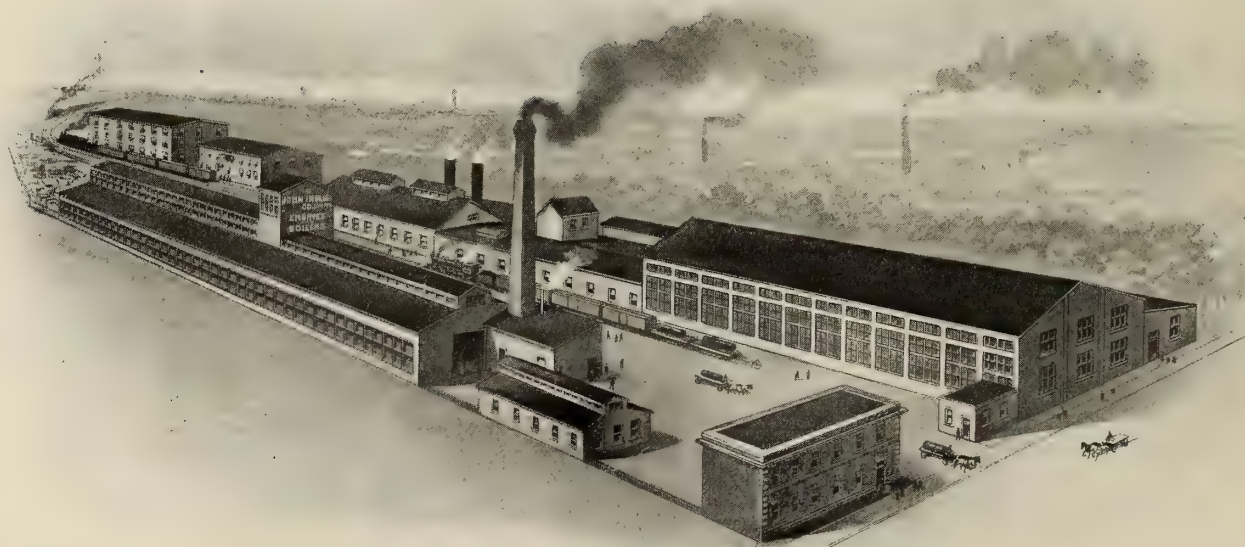
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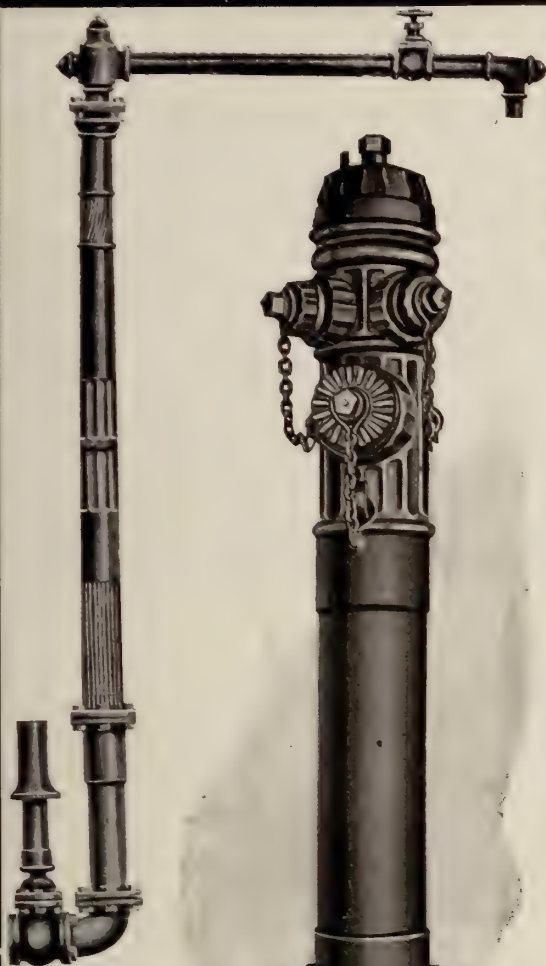


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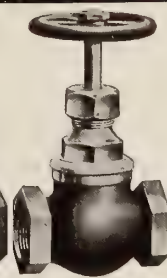
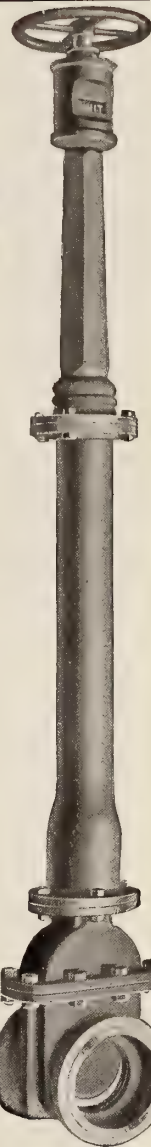
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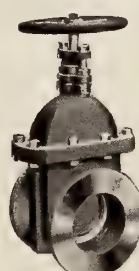
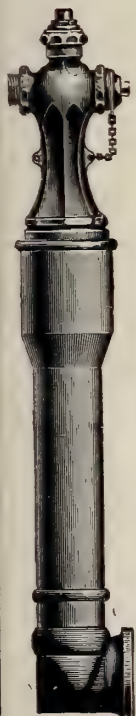
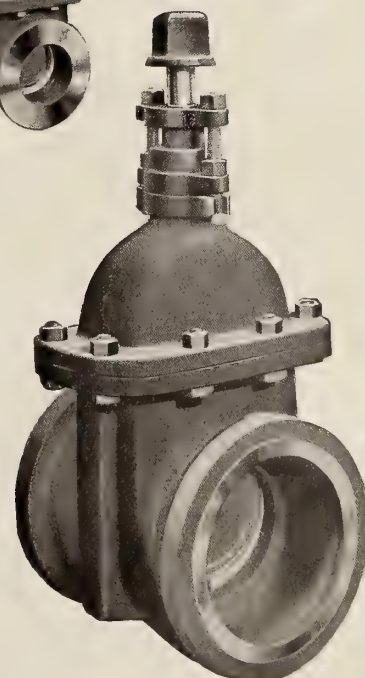
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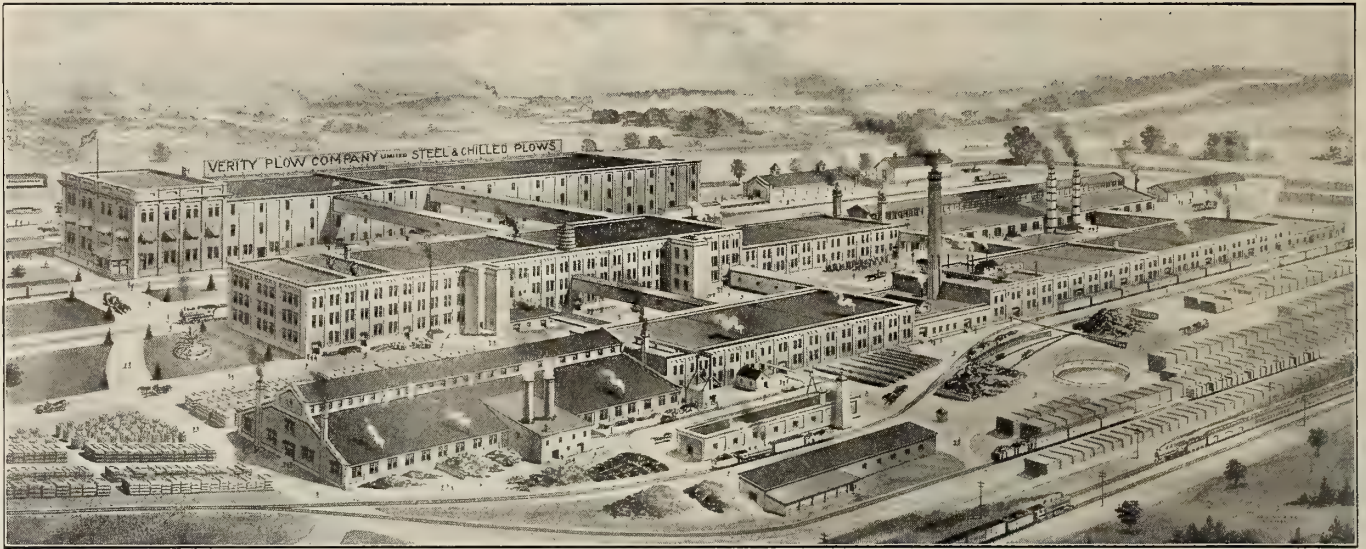
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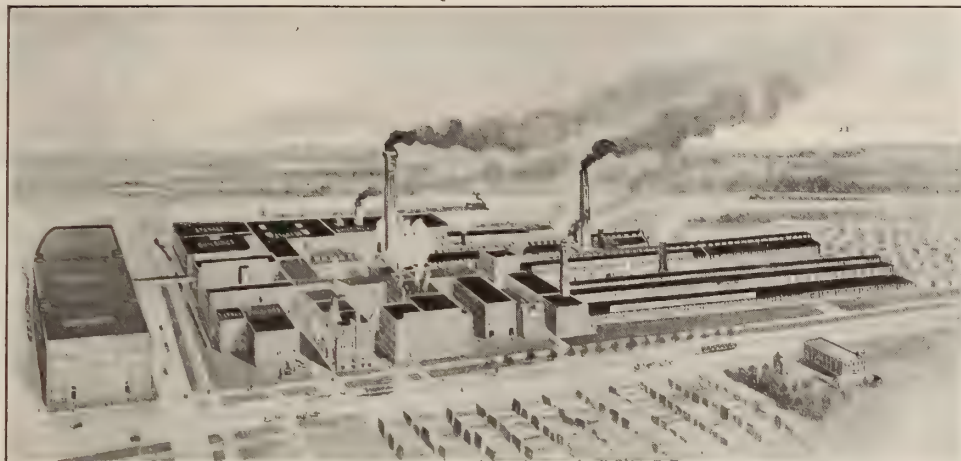


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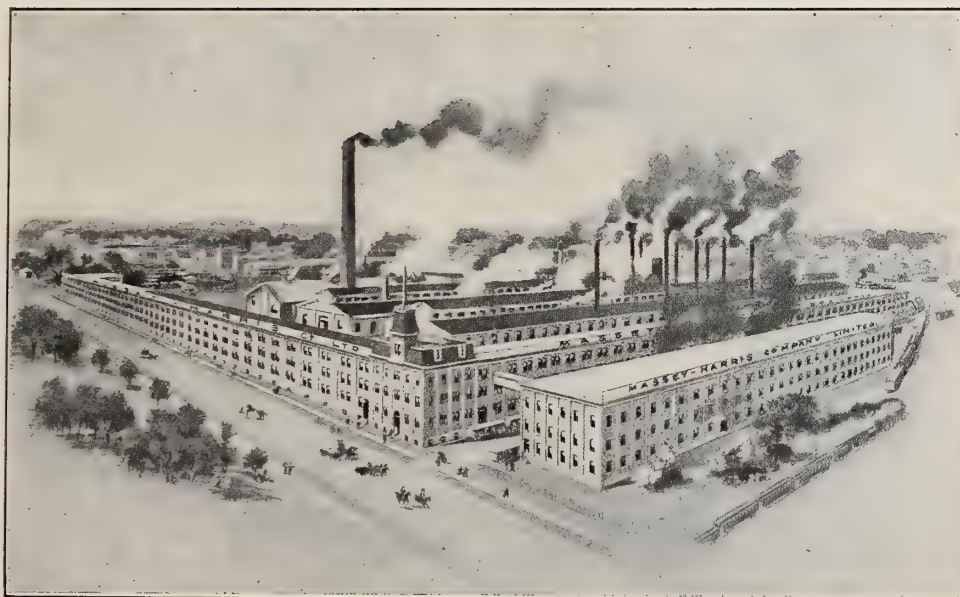
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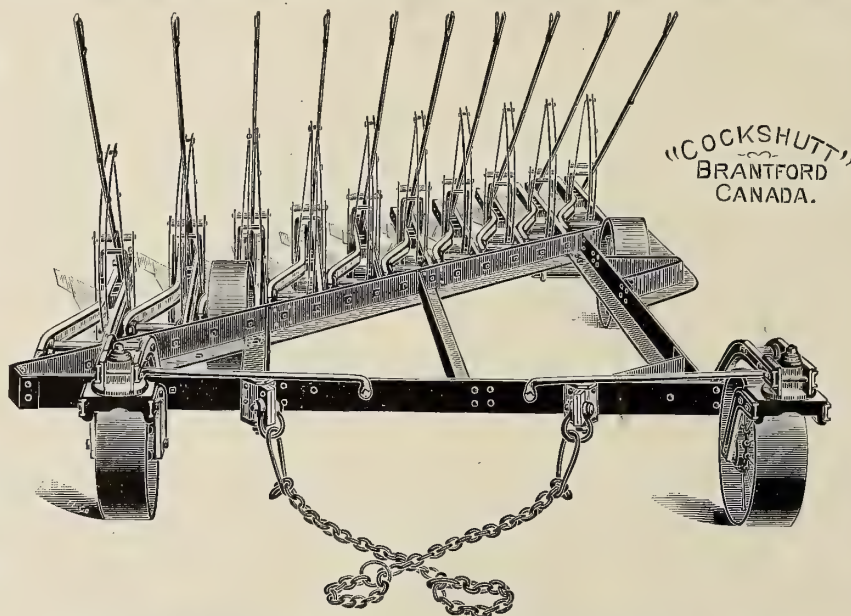
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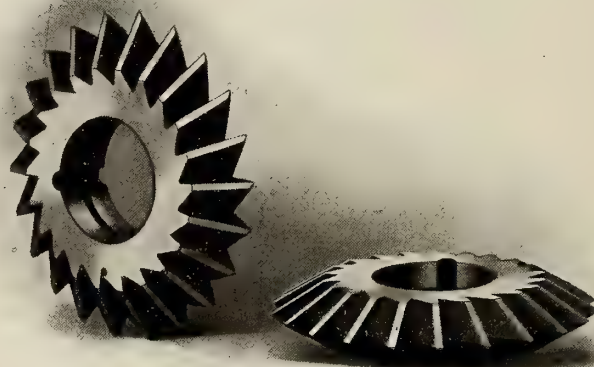
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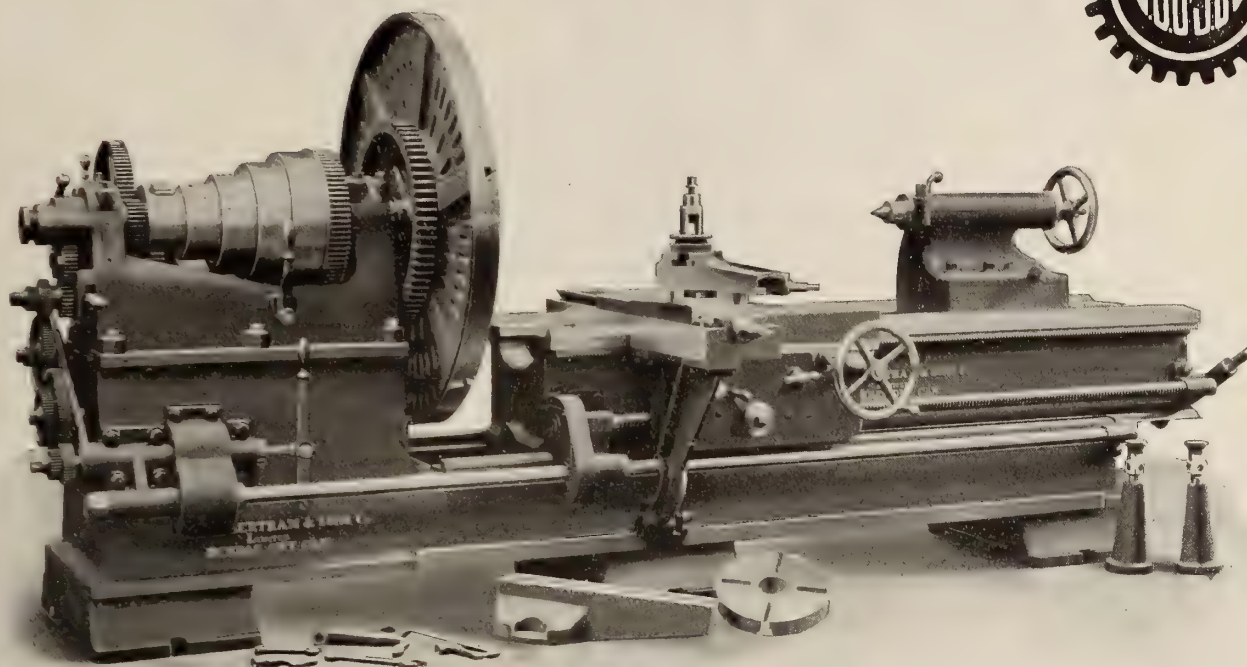
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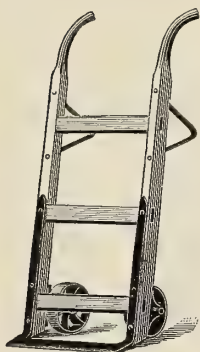
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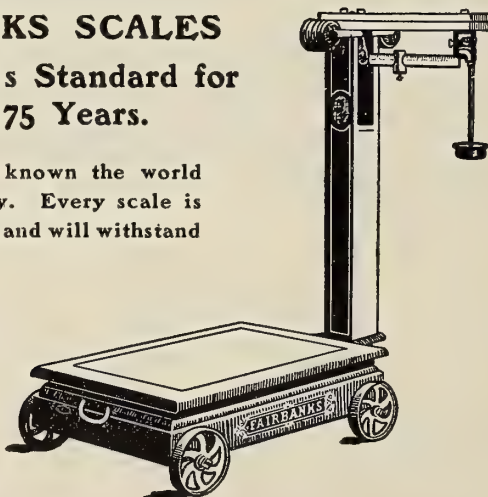
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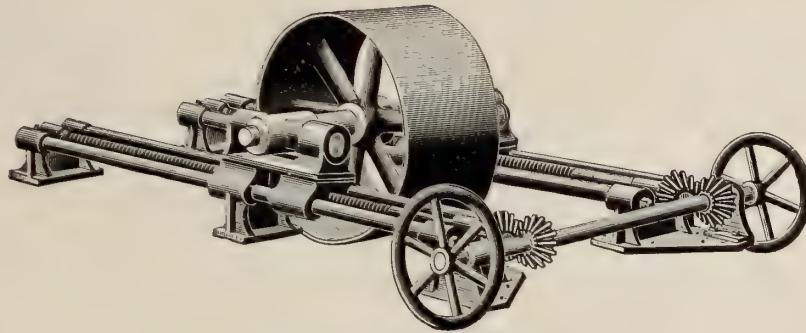
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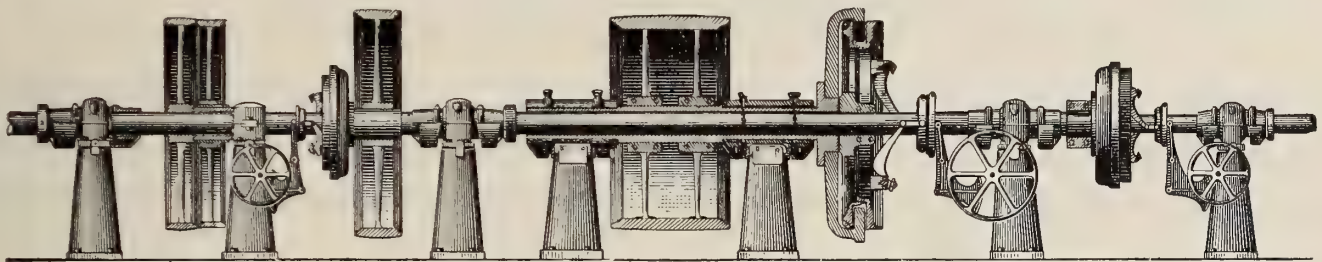


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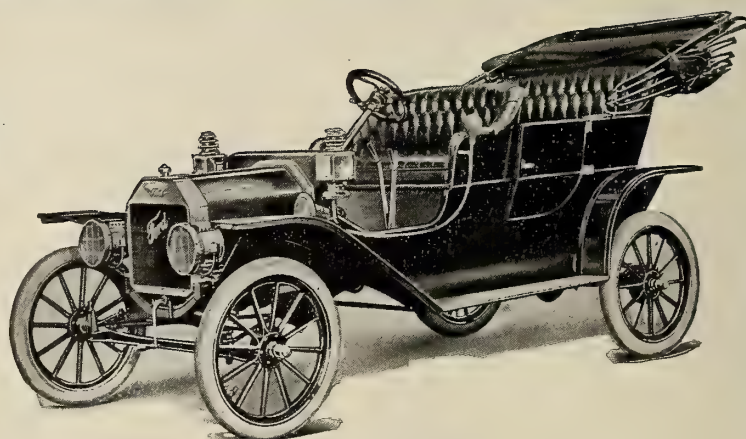
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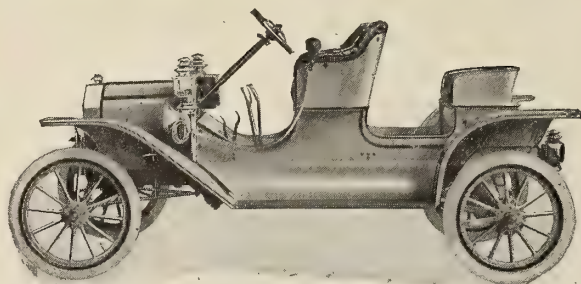
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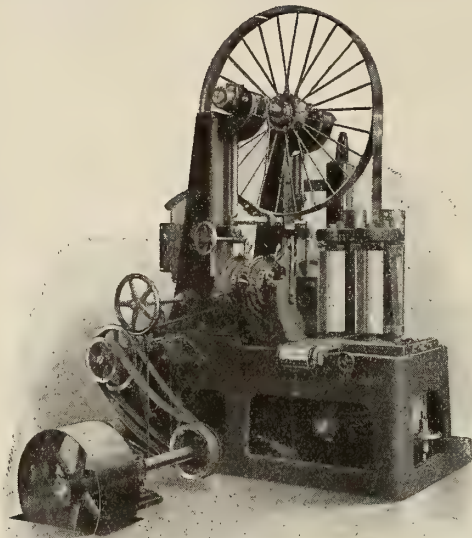
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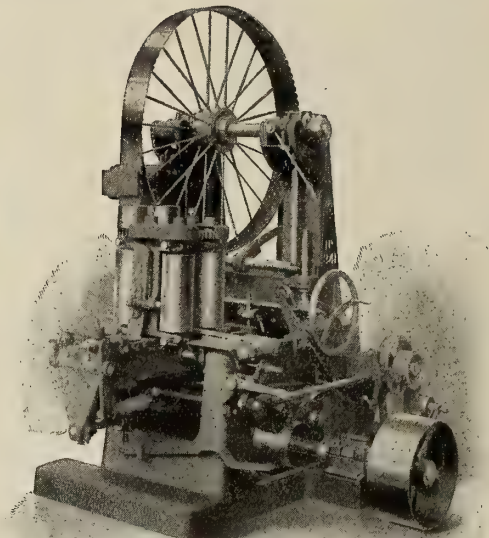
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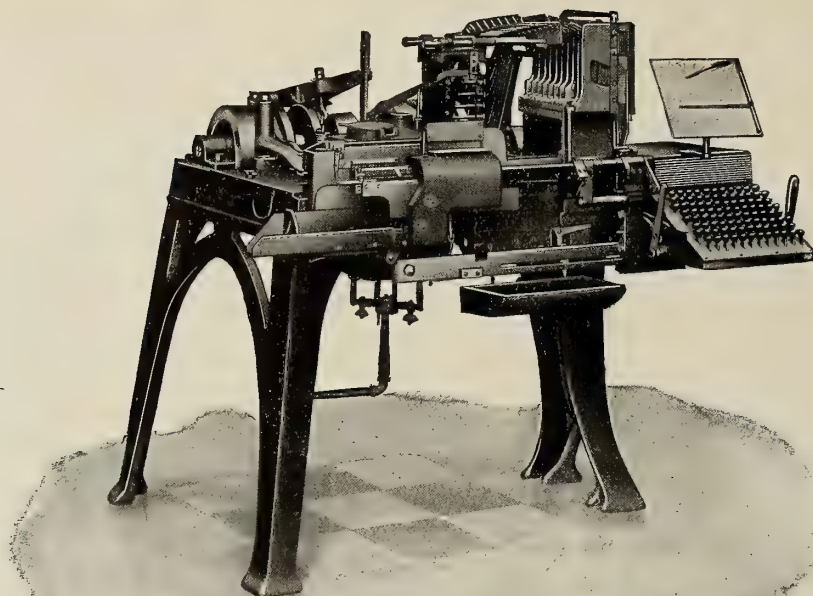
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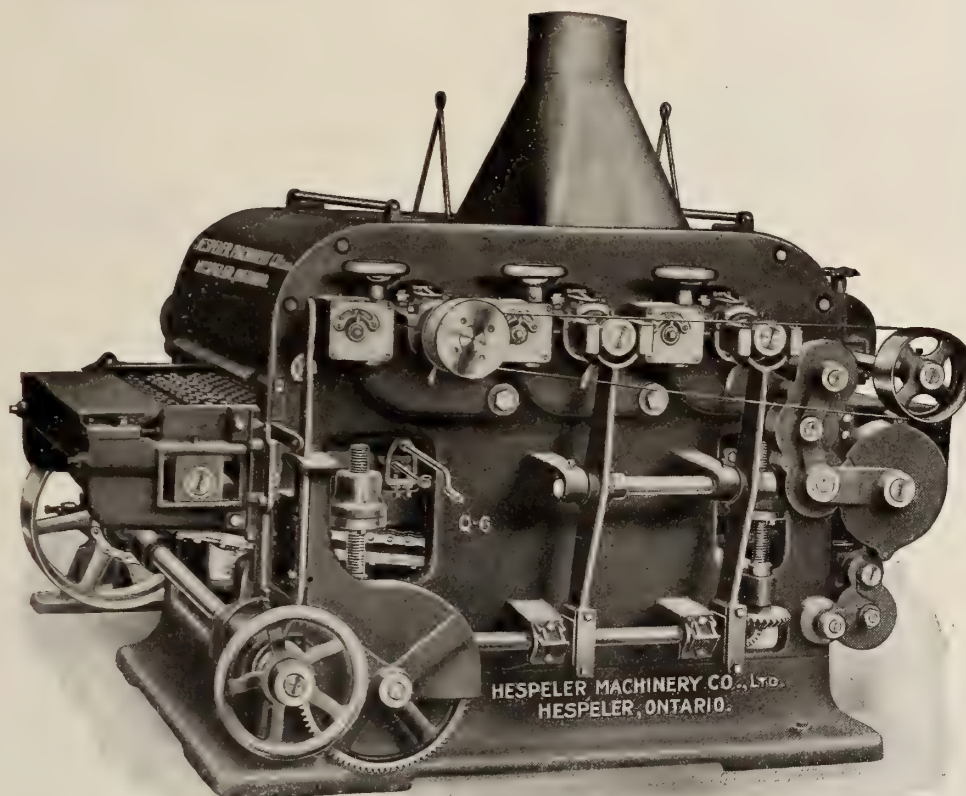
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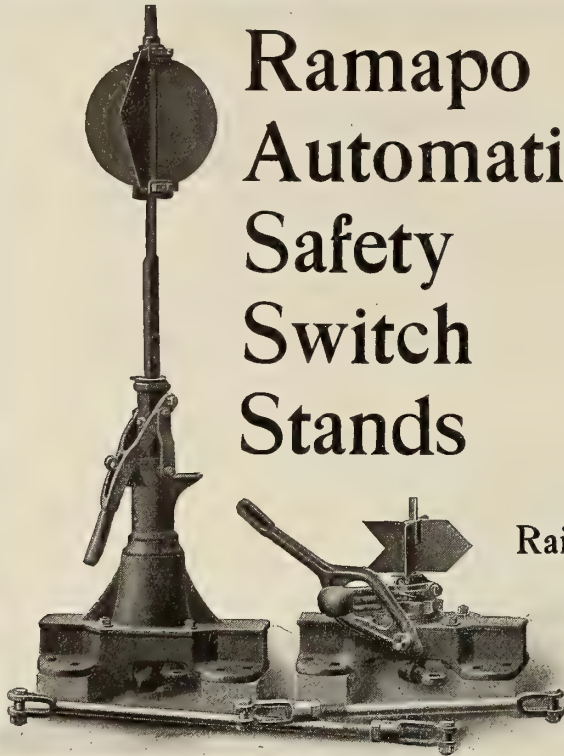
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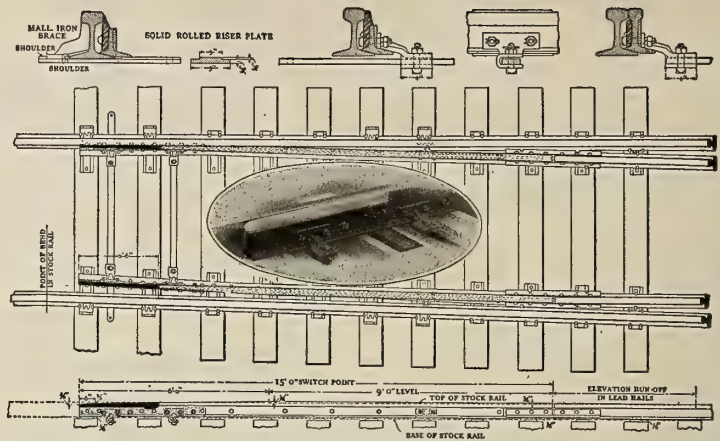
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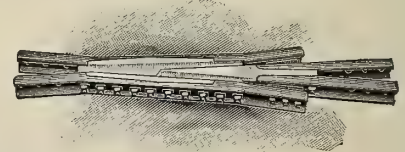


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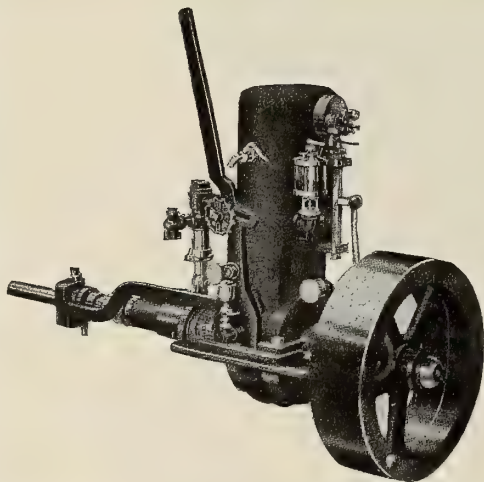
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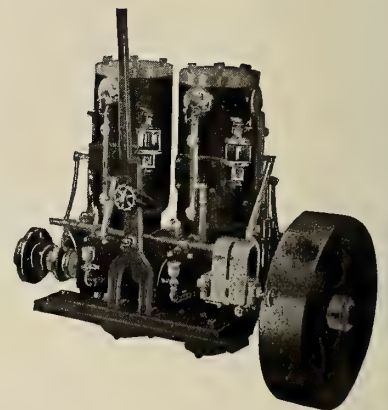
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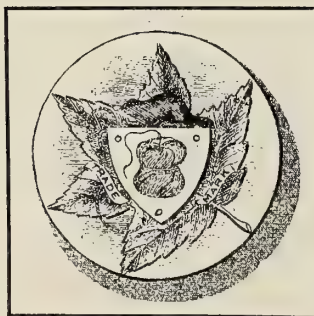
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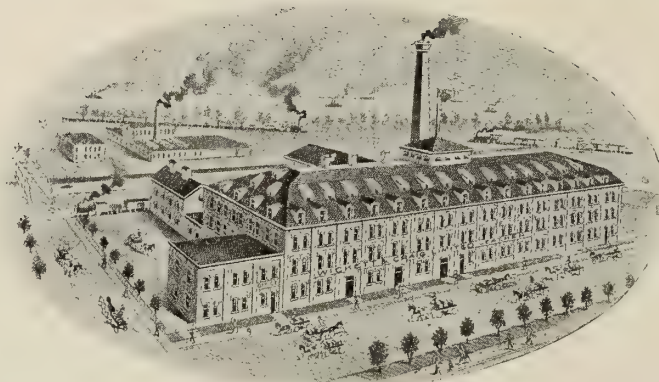
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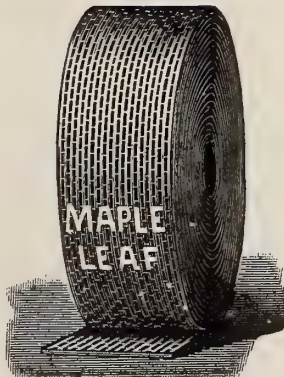
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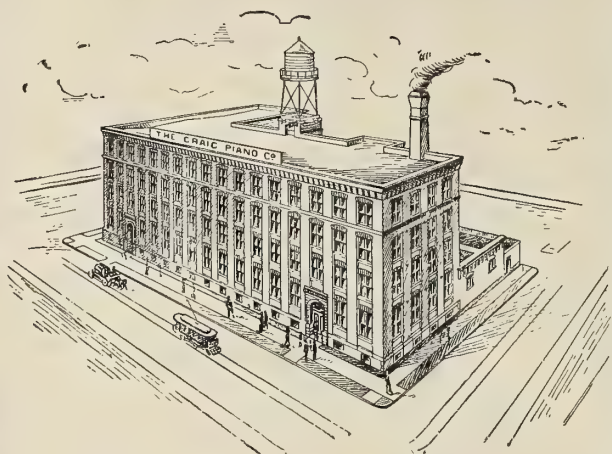
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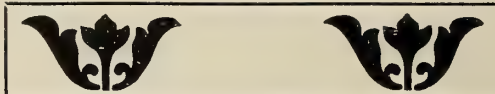
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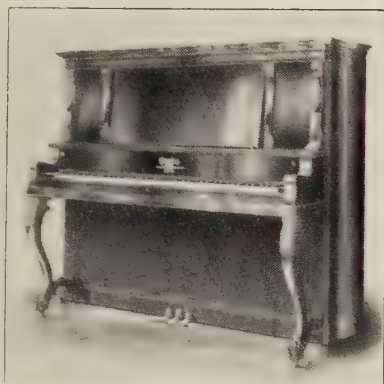
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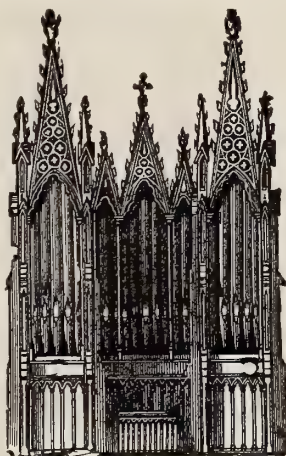
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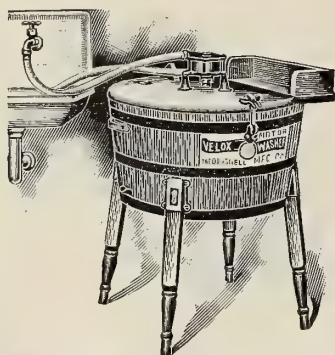
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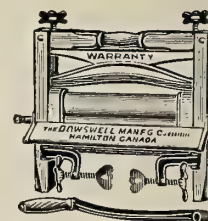
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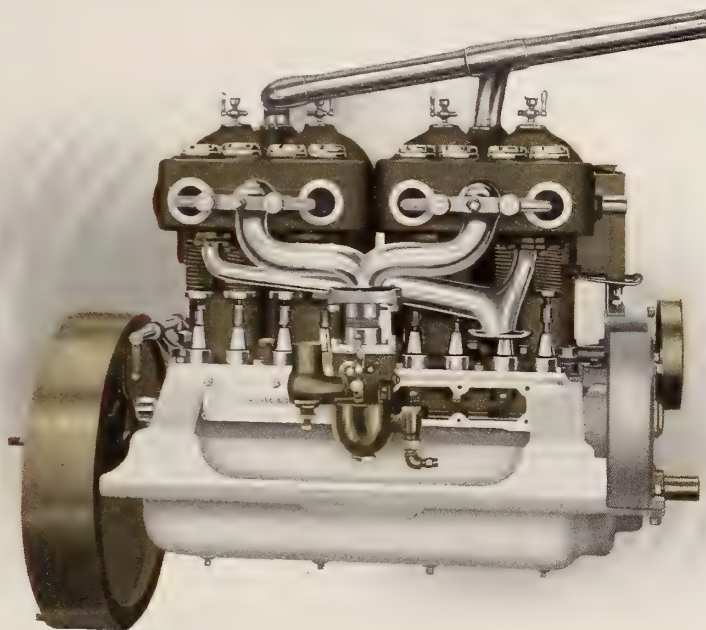
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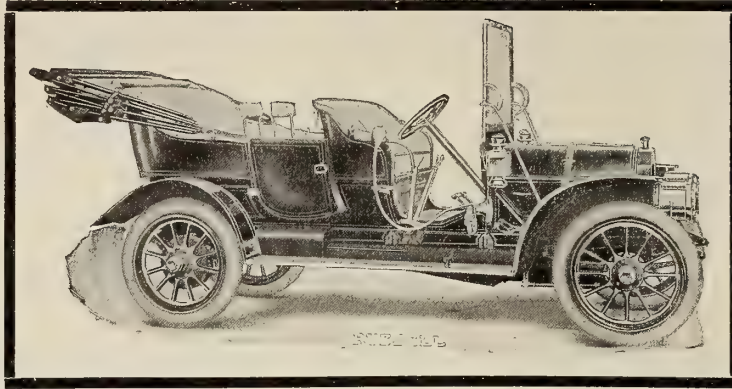
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INDUSTRIAL CANADA

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COMMENT OF THE MONTH.

Our Clothing Imports.

THE operatives in our clothing factories are interested in the tariff. They have discovered that a considerable quantity of clothing was imported from Leeds during the past year, while many of their members were suffering an enforced idleness. In consequence, one of their number, Mr. S. L. Landers, has been commissioned to investigate the conditions surrounding the manufacture of clothing, both here and in England, with the intention of asking for greater tariff protection, if the present duty is shown not to cover the difference in cost between the two countries. Thus are the interests of manufacturers and workmen shown to be identical. Mr. Landers, in discussing the importations from Leeds with a newspaper correspondent, stated that this was a matter of vital importance to Canadian workers. "Take Hamilton, alone," he said; "one firm there imported in its last consignment, a couple of months ago, some seventy-five cases, one hundred and twenty-five suits to the case, while thousands of operatives in Hamilton, Toronto and Montreal were walking the streets idle." The whole issue of protection is focussed in this statement, and it is sat-

isfactory to know that the workmen are coming to recognize their position under the system. It is economically bad to have workmen out of employment, while the very goods which they are skilled to make are being brought from another country. Protection stands for fuller employment under more favorable living conditions.

The Cost of Living and the Farmer.

A GOOD deal has been talked of late about the increased cost of living, and journals with free trade leanings have been quick to point to this as the result of our present fiscal system. A writer in a recent issue of the *New York Sun* takes another view of the question, and one which we believe will be new to many of our readers. He points out that no amount of legislation will measurably affect the living expenses of the average man, until some means are found to reduce the cost of his food supplies, kept at an unnecessarily high figure chiefly by the unsystematic and wasteful methods by which they are produced. The man with a \$1,200 income, he estimates, pays \$460 to feed and \$180 to clothe his family. These are the big items in the family expense account under the heading of necessities. "Some day," said the *Sun*, "these millions of people of modest income, the people whose need of food and clothing has paid the mortgages on hundreds of thousands of farms, has filled the banks with money belonging to farmers and made our agriculturists during recent years the most prosperous class in the country, will get on the trail of the farmers. They will insist upon a discount on the billions of dollars paid to the producers of wool and cotton, of meat and dairy products, of cereals, fruits and vegetables. Such a reduction is conceivable without any lessening of the farmer's profits. It can be affected by measures which would force the adoption of business methods on the farms, and a consequent material decrease in the cost of production."

It is notorious that agriculture is carried on in the vast majority of cases in a slipshod, wasteful manner. The heads of our agricultural colleges are authority for the statement that millions of dollars are lost annually through the unbusinesslike methods employed in farming. This loss the consumer has to pay. As in manufacturing, so in agriculture, the hope lies in technical training.

Sir William Van Horne on Freight Rates.

SIR WILLIAM VAN HORNE has given an interview to a newspaper representative in England, in which he offers the opinion that the railways on this continent are too modest in their charges. "They are not," he said, "earning as much as they should on the capital invested." Canadian business men do not begrudge the railways a fair and even liberal percentage on their investment. But the question always obtrudes itself on the public notice, what is the investment of a railway company? The past couple of years have been prodigal in exposures of notorious stock-watering schemes in the United States. Railways in particular seem to have been picked out by high financiers for exploitation. So that the capital stock of a company and the cash investment have, in many cases, become widely separated. What relation one bears to the other is usually a difficult mathematical problem. However that may be, in this country the agitation has not been so much for a reduction in rates as for the removal of discrimination. Altogether apart from the value of the service given, the fact that one man gets a better rate than another for the same service is intolerable, because it practically puts the one out of business. Railway discrimination has operated more strongly than any other single cause in developing trusts in the United States, and in putting the small manufacturer at the mercy of his more influential rival. The constant fight in Canada has been to prevent a duplication of these conditions in this country.

The "Globe" Urges Retaliation.

"Of the \$167,000,000 which we purchase from our neighbors, there is need for a very particular inspection. We doubtless buy because we find our account in doing so. With a neighbor, however, that is determined to make our exports to him, small as they are, still smaller, it becomes an important question whether we should not likewise seek to reduce the volume of his exports to us. The disposition of the great bulk of the people, we think, will be to make an endeavor along that line. There will be a conviction that we have suspended action long enough."

WITH these words the *Globe*, Toronto, proclaims the readiness of Canada to accept the gage which Congress has thrown down in the prohibitory duties it is imposing on the few articles which this country has heretofore been able to sell to the United States. The quotation is all the more striking in that it comes from a journal which has been foremost in battling for the theory of free-trade. It recognizes, however, that what may be theoretically correct as a general principle is practically ruinous under abnormal conditions. The contiguity of a big manufacturing people who refuse to buy from us undoubtedly constitutes an abnormal condition. The *Globe* reflects public opinion accurately when it states

that the great bulk of Canadians feel that our tariff must be so changed as to curtail our purchases from a nation which will not reciprocate.

Prohibit Export of Pulp Wood.

SIR LOMER GOUIN recently announced a pulp-wood policy for the Province of Quebec, which, if it is adopted, will help materially towards the conservation of that province's natural resources. He had in view, he stated, certain changes looking to the prohibition of the export of pulp-wood cut on crown lands, following, in some respects, the laws passed by the Ross Administration in Ontario. By this legislation he hoped to preserve Quebec's supply of pulp-wood for her own people, and to compel its manufacture into paper in that province. Sir Lomer is to be congratulated on his statesmanlike attitude towards this big problem, an attitude which he has already shown in his liberal and progressive policy towards industrial training. All the more creditable is his proposed action in view of the large number of Quebec farmers who are selfishly interested in the free export of pulp-wood to the United States. If the legislation is as successful as that prohibiting the export of pine from Ontario, a big industry is ensured for Quebec. The Ontario Act resulted in the transplanting of many saw-mills from Michigan to the Canadian province. In the analogous case, pulp-mills should arise at Quebec's great water-powers, and the humble rewards of woodsmen be augmented by the higher wages of skilled workmen. What the country has been selling for six dollars as a cord of pulp-wood will be hereafter sold for three or four times that amount when converted into wood-pulp.

Federal Action Needed.

SIR LOMER'S utmost action, however, in reserving this industry for Canada only touches the fringe of what might be done were the question handled as a national problem. A province can pass regulations specifying under what conditions timber may be cut on crown lands. On the limits which have passed into private control, no such conditions can be imposed. It is too late for the provinces to consider the advantages of local manufacture. Vast areas have passed out of the hands of people and into the hands of individuals, in many cases, representatives of United States paper manufacturers. Under ordinary conditions, the timber on these areas will be cut and shipped to the mills across the line, making the wheels of industry hum in that country, while our acres are being denuded. An export tax, which can be imposed by the Government at Ottawa alone, is the one method of restraining the wholesale export of pulp-wood. It would supplement and go beyond the measures contemplated by the Government of Quebec, excellent as the latter are. It is sometimes urged that such a course would incite the United States to pass retaliatory legislation, placing a prohibitory tax on Canadian wood-pulp. The

Payne Bill in fact contained such a clause. But the big fact that the United States need our pulp looms up over all such threats. In a very short time they will have to have it. Whatever measures they may take in a spirit of retaliation or bluff, will give place in a short time to the urgent demand of every publisher in the country for cheaper paper. And not even a Republican Senate dare fly in the face of a country's newspapers.

The Department of Labor.

THERE will be plenty of work awaiting Hon. W. L. MacKenzie King in his new office of Minister of Labor. No problem is so replete with perplexities as that of the relationship of labor and capital. The questions which even now are pressing daily for solution are so varied in nature and so wide in scope that only the very highest statesmanship will be able to cope with them. In England and Germany economic and sociological problems have become inextricably combined, and in default of any adequate solution socialism has arisen to challenge the whole present order of life. What to do with the unemployed, with the old, with the physically incapacitated, how to ensure proper sanitary conditions for workmen during the pursuit of their work, how to provide proper housing facilities—in a word, how to make his home and factory life such as to result in the greatest efficiency for the individual, these are the questions that meet alike the social worker and the economic investigator. The socialist says that socialism is the golden road to happiness, and his call is most seductive. What has the individualist to offer in its stead? For there is a growing dissatisfaction with existing conditions; there is an unrest and agitation among the laboring classes which find voice in the demands of unions, and too often in the disastrous strike, and which it were folly to cover up or deny. What is to be the relationship of labor to capital in the future? How are their disputes and misunderstandings to be settled? The answer to these questions has not yet been given in its entirety. A beginning has been made, that is about all that can be said. In England they are experimenting, experimenting with old age pensions, with taxes on increments to land values, on labor exchanges, on workmen's compensation measures, on insurance against unemployment. Commissions have investigated the conditions under which home workers toil, and the operation of the poor law. They are just feeling their way, so far. But the knowledge that things are not right, that under present conditions of life and work the maximum of efficiency is not attained, that is something.

* * * *

Here we are not faced with the same difficulties. It would be a monstrous thing if we were, with our new country and boundless resources all within reach of the man who is willing to work. We have not had a chance to develop a pauper population, the result of generations of hopeless poverty. Our land, for the most part, is open

for settlement and is productive. Our problems are other than these; but they are present none the less. It is fortunate that we have as the first separate Minister of Labor, a man who has already made a study of social and economic problems, a man who was present at the inception of our own great experiment in industrial legislation, the Lemieux Act, a measure which has resulted in the amicable settlement of many disputes, and which has thereby saved, in the aggregate, hundreds of thousands of dollars to workmen and employers alike. We may assume that his administration of the department will be marked by a consideration for fundamental conditions rather than particular occurrences; by measures that will be directed towards the elimination of inherent injustices and weaknesses, rather than the satisfying of individual fads. The development of the Lemieux Act as the result of experience and changing conditions, the whole wide field of oriental labor, than which no country to-day has a more difficult problem to face, industrial education, which belongs alike to the Department of Labor and the Department of Trade and Commerce, the conditions surrounding child and female labor, these are a man's work. It is not too much that a separate Department should be established to look after them. They will require all the attention of a strong Minister in the years that are immediately before us.

Some Natural Advantages.

CANADA contains the only known asbestos mines in the world. From them is taken the raw material which is used throughout this continent and Europe in the various asbestos preparations which now enter into such a wide field of industrial activities. Up to the present the chief benefit to this country from its natural monopoly has been the few hundred thousand dollars paid out annually in wages to the unskilled labor required in mining and crushing operations. Some of the mineral has been manufactured into pipe coverings and insulating materials, but the great bulk has been exported in an unmanufactured state to Europe or the United States. Here is manifestly an instance where Canada would be benefited by an export tax. Many high-priced workmen are employed abroad in turning this raw material into commercially valuable products. We can just as well have this work done in Canada and retain the profit for Canadian workmen and industries, or, if not, make the foreigners pay for the privilege of doing the work. It is poor economy to sell a natural product at a low figure only to buy it back later at a greatly enhanced price. We have been doing this so long that other industrial nations have come to take advantage of our easiness. The United States refuse to buy from us anything which by any possibility they can produce themselves. Very well. They cannot produce asbestos, nor, unless we sell them the raw product, can they produce the manufactures of asbestos. Yet they must have the latter; they are a necessity in manufacturing industries and other spheres. Our policy

is clear. Let us put such an export duty on unmanufactured asbestos as will compel its manufacture in Canada. Canada will in this way get from its monopoly many times the advantage that it now enjoys.

Canada and the Aldrich Tariff.

CANADIANS are not offering advice to the tariff makers at Washington. They recognize the right of every country to enact such a tariff law as seems most in its interest; and the United States Congress can be relied on to have a single eye to the economic welfare of its own country. We have the right, however, to reconsider our own tariff policy in view of the very evident intent of the United States to curtail to the utmost their purchases from us. It was estimated that on last year's business the Payne tariff would have raised \$9,000,000 more revenue than the Dingley tariff then in force. The Senate has capped the climax by increasing still further the duty on goods which we sell to the United States, in a number of cases making a continuation of that business impossible. They are well within their rights in doing so. They, no doubt, figure that a large part of the \$75,000,000 of Canadian products which they purchased last year could be produced by their own citizens just as well, and that their country could be enriched to that extent. They need not be surprised, however, if Canada takes a leaf from their book and comes to the conclusion that a large part of the \$167,000,000 which we bought from them could also be produced at home with no less profit to Canada. Last year we, with our seven million people, bought over twice as much from the United States as they bought from us. Under the new tariff, as it is now being worked out in the Senate, the discrepancy will be much more pronounced. Now a country which sells goods to another makes a profit out of the transaction. The goods represent labor which is paid for and capital which is made productive. The question then arises, why not give this profit on the goods we buy, to some country which buys from us and allows us a profit, rather than to a country which churlishly refuses to do a reciprocal trade with us? Part of the \$167,000,000 which we spent in the United States last year is represented by goods we could make in Canada. An adjustment of the tariff would accomplish this result. The rest represents products which for the present, at least, we must import. Why not buy them within the British Empire? This is the policy which has been consistently advocated by the Canadian Manufacturers' Association, a policy which rests on the double foundation of sentiment and interest. Present tariff making at Washington gives an added impulse to that policy.

Montreal's Civic Investigation.

FOR some weeks Montreal has been house-cleaning. The civic investigation, which is still in progress, has revealed irregularities at which even the prosecutors of the inquiry must have gasped. Ample evidence has

been produced to show a wholesale system of bribery and graft; inferior officials have bought promotion by payments to their superiors; liquor sellers have systematically purchased immunity from prosecution for violation of the law by the judicious expenditure of comparatively small sums among men who were taking public money for seeing that the law was enforced; money voted for the purchase of supplies has been diverted from its rightful purpose. Offences in all these cases have not been single, but seem to have been developed into a regular recognized system. A fixed tariff, payable at definite intervals, has been set up for permission to carry on in clandestine operations. No more shameful charge could be laid at the door of a municipal government. The citizens pay in the aggregate millions of dollars annually into the civic treasury. They do so in order that the work which, without municipal organization, they would carry on themselves, may be performed with greater economy and efficiency. If venal representatives and officials fail in the trust which has been put upon them, the result is chaos. Better the primitive conditions, where every citizen provided for his own wants and his own protection, than those in which the individual delegates these elementary rights to another and pays him for the service, only to find at the hour of need that his trust has been put in an unfaithful steward. Such would appear to be the case in Montreal. Money supposedly spent for increasing the efficiency of the fire department has been diverted to the pockets of individual grafters, laws which have been passed for the suppression of vice have been made nugatory by the refusal of police officials to enforce them—for a consideration. Citizens have not had the service or protection for which they paid because those whom they entrusted to carry on the work have been dishonest.

Civic Spirit Needed.

THE situation calls for two lines of action. One is the complete exposure of the offenders and their severe punishment. The second is the improvement in civic government for the future. It should not be necessary to dwell on the first point. Enough evidence has been produced to convince the most sceptical of the criminality of men in the civic service. But the public are lenient towards those who offend against them, and there is a tendency to take the ground that the offenders have been the offspring of the system under which they worked, and that, therefore, they should be let off with a warning. Such a conception of public duty is subversive of good government. Officials of the public occupy an honorable place. In many positions it is recognized that the occupant could earn much more money in other spheres of life, but the honor has been held to compensate him for his self-sacrifice. The same should hold good in other public stations. Civic employees in their employment are the representatives and delegates of their fellow-citizens. Therefore, as their position is a trust, their delinquency should be visited by severe penalties. Those who have it

in their power to enforce the law or wink at violations of it, should be held up to a high standard of honesty. Again, the mere punishment of past offenders will not, in itself, be sufficient. The root of the trouble in the past has been the lack of interest taken by the general citizen body in the civic government. Personal responsibility must be set up. Many men of the right sort are prevented for various reasons from standing for public office. Every man, however, could and should take an interest in who his representative shall be. He can take enough interest in his city to find out which of two men running for office is the better man, and he can support him. Municipal life on this continent has been cursed by apathy on the part of the general citizen body. Those who have ability and integrity too often hold aloof from the strife and turmoil that, as a general thing, accompany the work of a council. Offices then fall by default to those who are less capable, and occasionally to those whose bread and butter depend upon it. Montreal appears to have its share of both. It is incongruous that a city, including in its citizenship such a striking group of men of outstanding ability as does Montreal, should suffer constantly from incompetence and dishonesty in its civic affairs. It is a reproach to which the city should not leave itself open in the future.

Misrepresentation of Origin.

THE charge has been made in the public press that a firm of clothing importers are using tickets containing the words, "Made-in-Canada" on goods of foreign origin. If such an imposture is being perpetrated the offenders should be publicly exposed. Nothing could be more dishonest or despicable than the false use of a national emblem for the sake of foisting off on the public goods which they do not want to buy. There is only one reason for using the label. It is recognized that many Canadians have enough patriotism to prefer goods made by their fellow-citizens to those made by foreigners, and to insist on getting them. By misrepresenting the origin of clothing and marking as "Made-in-Canada" what is in reality made elsewhere, an injustice is done to the buyer, who is deceived in his purchase, and to the garment workers, whose labor the buyer wishes to employ. No leniency should be shown the man who uses the Made-in-Canada label unfairly.

The Tehuantepec Route.

THE Canadian Government has recognized the importance of the Tehuantepec Route by stationing a customs' officer at the peninsula to facilitate the transfer of Canadian freight. There was no provision in the Customs Act for sending free of duty goods from one part of Canada to another through a foreign country, except in bond. The double transshipment at Mexico made this impossible. To meet the difficulty an officer has been ap-

pointed to supervise transshipments and check up the ship's manifests.

* * * *

The Tehuantepec railway occupies a unique position in the world's transportation systems. For half a century Europe has had dreams of a short water route between East and West. When the Suez Canal was completed a big saving was made over the former route, which entailed the circumnavigation of a continent. It opened up the treasures of India to the merchants of England. But the Far East, China, Japan, Australia and New Zealand, and the Western coasts of North and South America were still far off; and they were rich. The Isthmus of Panama, a narrow ribbon connecting the two continents of America, suggested another canal, and a French company commenced its construction. But only within the last five years, since the United States took hold of it as a Government work, has the project come within reasonable prospect of completion, and with every success, it will be another five years before it will be open for navigation. Meanwhile, the route of which we are speaking has been developed, and has now passed the experimental stage. It consists of a short railway—only 190 miles in length—connecting two admirably equipped harbors on the Atlantic and Pacific coasts, respectively, and giving a rapid service from dock to dock. Regular connections have been made from all the principal ports in Europe, with complementary services from the Pacific terminus of the road to the Far East. In addition, steamship lines are operating from eastern United States ports to connect by means of the railway with lines running to the Pacific coast cities of the same country. In 1908, freight originating at, or destined to, ports in the United States, to a value of \$38,000,000 was carried over the road. This was the first year, practically, of its operation.

* * * *

Canadian Connections.

A SERVICE has now been completed between eastern and western Canada which will figure largely in future transcontinental shipments. Elder, Dempster & Co., and the Canadian Mexican Steamship Co. have come to an agreement whereby a through rate is quoted between ports in Eastern and Western Canada. At present the rate is twenty per cent. less than for the lake and rail route across the continent. This is not considered satisfactory, and a still further reduction, it is expected, will be made. In several lines the high freight rate for rail shipment has prevented eastern Canada manufacturers from selling in British Columbia in competition with Europe. The rate via Tehuantepec, if it is to be really beneficial, must be such that Canadians will be on an equality as regards freight charges with their competitors in Great Britain and the Continent. The trip takes about forty days from Montreal to Vancouver, so that the time is not so long as to be prohibitive.

CANADA'S FOREIGN TRADE REPRESENTATIVES

The Men on the Firing Line in the Markets of the World

The following is a list of Canada's trade representatives, with their addresses:

The Department of Trade and Commerce invites correspondence from Canadian exporters or importers upon all trade matters, and will cause special enquiries to be made by the trade commissioners and commercial agents into any subject of general interest.

Canadian trade commissioners and commercial agents should be kept supplied with catalogues, price lists, discount rates, etc., and the names and addresses of trade representatives, by Canadian exporters. Catalogues should state whether prices are at factory point, f.o.b. at port of shipment, or (and more preferably), c.i.f. at foreign port.

Canadian Trade Commissioners.

AUSTRALASIA.

J. S. Larke, The Exchange, Sydney; agent also for New Zealand.

D. H. Ross, Stock Exchange Building, Melbourne.

BRITISH WEST INDIES.

E. H. S. Flood, Barbados; agent also for the Bermudas and British Guiana.

CUBA.

E. S. Kirkpatrick, care Royal Bank of Canada, Havana.

CHINA.

J. B. Jackson, 15 Kiukiang, Shanghai.

FRANCE.

A. Poindron, 101 Rue Réaumur, Paris.

GREAT BRITAIN.

Corner of East Parade and Greek Streets, Leeds.

P. B. McNamara, Canadian Chambers, 36 Spring Gardens, Manchester.

E. D. Arnaud, Sun Buildings, Clare Street, Bristol.

W. G. Fischer, 87 Union Street, Glasgow, Scotland.

W. A. MacKinnon, Rooms 39 and 40, Central House, Birmingham.

F. A. C. Bickerdike, Belfast, Ireland.

JAPAN, CHINA, AND KOREA.

W. T. R. Preston, P.O. Box 109, Yokohama, Japan.

MEXICO.

A. W. Donly, Apartado, 91B., Mexico, D.F.

NEWFOUNDLAND.

J. E. Ray, Gazette Building, Water Street, St. John's.

SOUTH AFRICA.

John A. Chesley, Rhodes Buildings, Cape Town, Cape Colony.

H. R. Poussette, Durban, South Africa.

Canadian Commercial Agents.

BRITISH WEST INDIES.

E. A. H. Haggart, Kingston, Jamaica.

R. Bryson, St. John, Antigua.

S. L. Horsford, St. Kitts.

Edgar Tripp, Port of Spain, Trinidad.

R. H. Curry, Nassau, Bahama Islands.

NORWAY.

C. E. Sontum, Grubbegd, No. 4, Christiania, Norway, agent for Sweden and Denmark also.

Canadian High Commissioner's Office.

GREAT BRITAIN.

W. L. Griffith, secretary, 17 Victoria Street, London, S.W., England.

Harrison Watson, City Trade Branch, 73 Basinghall Street, London, E.C., England.

Position Wanted.

Energetic, progressive young man seeks position as traffic manager with manufacturer. Thoroughly conversant with shipping and routing. Practical knowledge of inland and ocean rates, tracing, claims, etc. Experience on railroads and with steamboat companies, also with large manufacturer. Good correspondent, familiar with office and business methods. Is at present over traffic department, but seeks change. Apply "Traffic," care INDUSTRIAL CANADA.

Position Wanted.

Purchasing Agent.—Young man, at present buyer for prominent machinery manufacturer, desires responsible position in similar line of business. Several years' experience in iron and steel and metal manufacturing trades in Canada and United States. Address replies, Purchasing Agent, care INDUSTRIAL CANADA.

Position Wanted.

By man having several years' experience in a manufacturing establishment. Thoroughly acquainted with office systems and accountancy. X. Y. Z., care of INDUSTRIAL CANADA, Toronto.

The agreement has been signed on behalf of the city of Port Arthur with a new company known as the Western Dry Dock and Shipbuilding Company, Limited, composed principally of Cleveland capitalists, and including A. F. Bowman, of Southampton, who is representing them in the negotiations. The agreement calls for the construction, equipment, and operating of a dry dock capable of receiving the largest vessels on the Great Lakes, and a ship-building plant capable of building such vessels. It will employ three hundred men from the start and all year until completed, and in the near future that number will be increased to at least one thousand. The work will start as soon as the by-law, which is now being prepared, is ratified by the people.

METHODS FOR HANDLING AN EXPORT BUSINESS

By George S. Carr

Agent in New York for Canadian Manufacturers

SOME SUGGESTIONS ABOUT EXPORT TRADE

IS an export trade profitable, and how can results best be secured? That it is an advantage to have an outlet for the products of the soil or factory, other than to the domestic consumer, has hardly been questioned by any people.

In considering the subject, the facilities and resources of every other country on the globe must be taken into account by a manufacturer. Primarily the people who need manufactured goods are those who do not manufacture to any extent. In a general way, the manufacturers' customers should be sought in agricultural districts; in such places as Central and South America, Africa or Australasia. The competing manufacturer in Europe knows this, and is looking for the same trade. If, overcoming the barrier of a protective duty, a given foreign-made article finds a sale in Canada against the home-made one, it follows that this foreign article will worst the Canadian in a country where it enters upon an equal footing. If the maker finds this to be the case, it might be well to give up the battle at the start. But even in such a case, for possible future protection to himself, it might be advisable to continue the study and keep up a losing fight until conditions change.

An argument much advanced in Canada is that the United States have over ten times its population, and considerably over ten times its consumption; that Canada has not been able to specialize sufficiently and thus reduce the cost by the larger turnover. If this is so, an export department should be a necessary adjunct to every factory, so as to sell the greatest possible production. Good-sized export sales should make a fair balance wheel, and keep the export up to its maximum.

It has been said that New York is not a good point for Canadians to work through. In some lines this may be true. Harvesting and other classes of heavy machines might be best shown by experts having a thorough knowledge of the article, right on the ground where they are to be used. The sending of capable men abroad and the establishment of agencies is an expensive proposition, and granting long term credits afterwards, requires considerable capital. This plan has, however, been successfully carried out by several large Canadian concerns. In general and more staple lines of merchandise, the margin of profit is too close to admit of such expense or risk, and for these New York offers great facilities. The port is open the year around. There are frequent and regular sailings to every part of the world. Last, but not least, there are over one hundred important export houses who stand ready to pay cash for purchases, and themselves extend the credit and take the risks. In their entirety, their relationships reach into every corner of the earth.

The Scope of an Export House.

THE enterprise and mastery of detail which many of these export commission houses display, calls for admiration.

It must be remembered that the majority of them are conducted by foreigners; German, English, and Spanish predominating. Whether goods are produced in Canada or the United States is immaterial to them, and all things being equal, the Canadian can have his share of the orders if he approaches them in the right way. The larger companies de-

partmentalize the work. One in mind has more than half a dozen departments. First, China and Japan; second, Great Britain and Europe; third, Australasia; fourth, South Africa; fifth, South America; sixth, Mexico, Cuba and the West Indies. The buying in each department is again sub-divided; to each man is allotted his specialty. Hardware, woodenware, dry-goods or machinery are each handled by a separate individual. Accounting and shipping offices, as well, naturally follow. This firm employs over one hundred competent and well-paid men and women in the New York office. Every modern time-saver and systematizer is made use of. One buyer dictates into a phonograph at the same time as typewriters are turning out work from another. Other clerks write orders, while still another is engaged with a salesman. In the statistical bureau, you could find, if they were inclined to tell you, the amount of their sales of any specialty during any period, the total purchases from an individual factory, and other valuable data. The annual turnover of the larger of these houses is computed in millions of dollars, and they are good for everything they buy. Many of these have their own houses in foreign cities, or, if not, their own office or sub-agency. All those of first importance have a London office. Specifications of consequence from abroad go both to London and New York, and bids from both sides of the Atlantic are exchanged before contracts are placed. Instances, where some Canadian concerns have had both London and New York connections, have occurred where one or other agent has had his principals accused of bad faith by making different quotations through each point. At other times, a firm in Mexico or Cuba may send a request for prices to three New York commission merchants, hoping to play one against the other. The merchants ask for prices from those with whom they are in touch, and it is probable that a New York export agency will have the inquiry from each in turn and think at first that there are three orders in view. The same matter may be going the rounds in London simultaneously, so that the question needs diplomatic handling. Some of these exporters will, for a consideration, give preference to one manufacturer's goods, but the majority act with strict impartiality in their clients' interest.

The Manufacturer's Part.

THE special and particular province of the genuine indent house is to place the orders entrusted to them to the best advantage. Their co-operation is valuable, and should be secured, but it should also be supplemented by the manufacturer. Catalogues can be sent abroad and correspondence entered into with jobbers and importers in principal centres, which will bring enquiries and business through these houses. This should be carefully done, so that information does not fall into the hands of an enemy. The mail is the next best thing to the commercial traveller. If you properly approach either a foreign importer or the buyer for an export house, and know you have the right goods to offer, he must listen to you. There is rivalry and competition, and if one buyer does not give you attention, he is business man enough to know you will go to his opponent.

One of the greatest advantages of working with this class of men is that the bad debt proposition is eliminated. The

business cannot be attempted without ample capital and plenty of credit. They must be in a position to pay cash for all purchases in order to secure the very best terms and prices.

With the growth of foreign commerce in the last few years, changes are taking place. Some jobbers who had been buying through New York have found the commissions paid for attending to their purchases and shipping were more than enough to run offices of their own. They have accordingly chosen a man, who has been employed, or perhaps one of the partners, who had become thoroughly familiar with the foreign market, and have opened their own branch here. This evolution is making it possible to come in closer touch with the needs of other countries and with the actual dealer than ever before. Experiments of this nature are proving a success, and this movement is sure to grow. Some have gone so far as to enlist the service of expert engineers, and have employees who are quite capable of making plans for the construction of an entire railway, and these men superintend the sending out of every article necessary to put the line together thousands of miles away.

Some Pitfalls to be Avoided.

GRANT that you want an export business; can meet competition; have saleable goods; there are some pitfalls to be guarded against. Do not think because the margin of profit is close, that any old thing will do to send abroad. Do not try to tell a prospective customer what you think he wants. Make and quote on exactly what he asks you for, and meet the conditions just as you find them. Answer enquiries promptly and intelligently, remembering that the time to strike is when the iron is hot, and give every necessary detail. Most foreign correspondence covers months, not days, and the sooner you get the first order, the quicker repeats will come. Be sure that you are supplying exactly what you will be paid for, then be doubly sure you pack the goods right. Remember that after you have loaded a shipment in a freight car, the packages will be very roughly handled at seaboard by men who do not care a particle what they contain. Then they are to go in a sling and be bumped up the side of a ship and knocked about until they rest in the hold with hundreds of tons on top of them. The same process will be repeated upon their discharge on the other side of an ocean. Bad packing has many times spoilt the work of years. Consider this matter from the viewpoint of the man at the other end. You have something to sell identical to what a firm in South America has been buying from Birmingham, England, or Boston, Mass. This has always arrived in good order, done its work right, and given satisfaction. You offer them something you consider better, or the same, at a concession, to make a start. They try a sample, which proves acceptable, and later a larger quantity. The second lot arrives, and, through some carelessness, some parts are broken, and they must be sent for and be duplicated. Consequently, months elapse before the goods can be put in saleable condition. Meantime this client has paid for the goods, is out the interest on the investment, has paid freights and duties on something temporarily worthless, and has lost customers and prestige. This is of too frequent occurrence, and has caused the loss of many good accounts. At best, the possibility of securing their good will again is very limited.

In other instances, large quantities are bought at one time, for obvious reasons. The larger the order, the better the terms. Coincidentally, an advance in ocean freights may be foreseen and a rise in import duties in sight, through change in tariff. Suppose an order is placed under such circumstances and it is agreed to fill it within a given time. Some more lucrative home trade presents itself and you side-track the export order, and your foreign client pays the piper. Suppose we add to his misfortune, and say that he has missed the sea-

son and been obliged to stock the consignment in original packages. Months afterwards he makes some deliveries without unpacking, and then they are returned as defective. This example is not an exaggeration, and can you wonder there is complaint? In some such cases nothing has been heard, but the silence was not auspicious.

How Export Trade is Viewed.

MOST manufacturers on both sides of the Atlantic who have built up an export trade, look upon it as a valuable asset, but view it in entirely different light from domestic business. Being for cash, frequently raw materials can be bought on time, can be manufactured and the finished article shipped and paid for before notes for materials become due. There have been times when this process was the cheapest way to borrow money. Purchasing material in larger quantities reduces its cost for the domestic department. Overhead expense is charged up to home trade and export costs are figured without this item.

Canada has a great future and outlets for every form of her products are a necessity to preserve independence and meet ever-increasing competition. Patience and persistence are absolutely required to succeed in foreign commerce. Years go by before one has become established in it. Many have spent large sums attempting to obtain a foothold only to find the money wasted. For those who have not had the experience much can be learnt by working up foreign correspondents and through operations with New York export houses.

First find out if your particular produce is saleable and in what markets, then what competition you have to meet; and when the start is made, keep up your efforts tirelessly. Bringing the primary producer into nearest touch with the final consumer is the growing idea in domestic circles, and the same motive should exist in foreign trade. Meantime, long existing and well chosen channels have been open here, and still are. Their employment would do no injury, and probably would be of much benefit.

WIRELESS TELEPHONY.

Radio-telephony is the latest scientific marvel. Mr. Valdemar Poulsen, the Danish inventor, has been for some years endeavoring to solve the problem of producing continuous aerial currents of electricity, as the great obstacle to the transmission of speech through space has been the jerky nature of the currents at first utilized for wireless transmission of messages. In the autumn of 1906, Mr. Poulsen was enabled to demonstrate to an audience at the Queen's Hall, London, that he had found the solution of the problem, and, having perfected a system of wireless telegraphy, he turned his attention to applying his principles to the telephone. Since reading his paper at the Queen's Hall, Mr. Poulsen has considerably amplified his theme, and what were then only possibilities are now realities. At the present moment, Mr. Poulsen says that wireless telephony has a real and practical existence. The system is said already to have been used successfully between Copenhagen and Berlin, a distance of two hundred and ninety miles; but the inventor has no immediate intention of trying his system across the Atlantic, its main importance, for the present, being communication over comparatively short distances. In relating the developments in connection with radio-telegraphy, which he said was distinctly a long-distance system, Mr. Poulsen claimed that his new system required the use of only two thousand to five thousand volts to cover the same distance as was covered by ten to fifty thousand volts by the previous system, while his recording apparatus worked at a speed hitherto unknown. A characteristic feature of the system is said to be the simplicity of the devices used for transmitting and receiving messages.—The Witness.

CUSTOMS RULINGS AFFECTING MANUFACTURERS

Provision for Shipments via Tehuantepec Railway

REGULATIONS RE TEHUANTEPEC SHIPMENTS.

The following are temporary regulations for carrying Canadian goods from Montreal to Victoria and Vancouver, British Columbia, in transit by steamers and via Tehuantepec Railway across Mexico:

1. Goods duty paid in Canada or of Canadian origin shipped from an Atlantic port in Canada and carried across Mexico on the Tehuantepec Railway may be admitted at the ports of Victoria and Vancouver, B.C., without payment of Customs duty, when carried by water in British Registered Vessels under Canadian Customs Manifests and when the transfer between the vessel and the car at Puerto Mexico and Salina Cruz is made under the supervision of an officer of the Canadian Customs.

Provided that the goods are identified to the satisfaction of the Customs officer at the port of entry in British Columbia, subject to the following rules and conditions, viz.:

(a) An invoice containing a description of the goods and the value thereof, with the marks and numbers of the packages, shall be presented to the Customs officer at the frontier port of arrival in British Columbia (Victoria or Vancouver);

(b) The invoice shall also contain a declaration, subscribed and attested to by the shipper or his agent before a Collector of Customs, to the effect that the goods described in the invoice have been shipped duty free from a port in Canada (stating the name of the port of shipment, the conveyance and destination);

(c) The goods with the marks and number of packages shall be described on the Special Customs Manifest forwarded to the Receiving Port, and such manifest shall be certified by Customs officer at the Sending Port and by the Canadian Customs officer in Mexico in the form prescribed.

Customs Manifests.

2. Customs Manifests in quadruplicate (on special form A-11½) on the frontier "Receiving Port" of Victoria or Vancouver shall be prepared by the carrier at the Atlantic port of shipment (Montreal or Halifax), and be signed by the agent of the carrier and by an officer of the Customs.

3. One copy of such manifest shall remain on file at the Sending Port, one copy to be forwarded by mail to the Receiving Port, and two copies to be handed to the purser or master of the vessel carrying the goods described on the Customs Manifest, for delivery to the Canadian Customs officer at Puerto Mexico.

4. The Canadian Customs officer at Puerto Mexico shall endorse both manifests with his official stamp, and retain one copy, which he shall enter in his Register of Manifests received, giving it a consecutive Receiving Port Number. The officer shall also check and compare the goods unladen with the manifest to which they refer and supervise their transfer to the railway car, after marking the packages with a special mark for identification. One copy of the manifest so marked and certified to be reserved for the officer's use at Salina Cruz.

5. The Canadian Customs officer at Salina Cruz shall supervise the transfer of transit goods from the railway car to the vessel, and shall certify the transfer on one copy of the Special Manifest received through Puerto Mexico, and shall then hand same to the master or purser of the vessel for delivery to the collector at the frontier port of destination in British Columbia. The Canadian Customs officer at Puerto

Mexico shall proceed to Salina Cruz and perform the service required, in the absence of an officer at that point.

6. Customs officers shall not sign this Special Customs Manifest unless the shipment is carried by a British registered vessel, and the Canadian Customs officers in Mexico shall not certify the transfer of goods from vessel to car, and vice versa, except when received from or transferred to a British registered vessel.

John McDougald,
Commissioner of Customs.

IMPORTANT AUSTRALIAN CUSTOMS RULING.

The following is an extract from *The International Customs Journal*, and deals with a subject of the utmost importance to exporters:

IX.—Circular letter of the Comptroller-General, Department of Trade and Customs, dated November 16th, 1908, with regard to the application of ad valorem rates of duty.

The following statement with regard to the requirements of the Australian Customs, in connection with the question of the value for duty of goods liable to ad valorem rates, issued by direction of the Minister of Trade and Customs, may be of value to merchants and manufacturers doing business with Australia:

Section 154 (a) of the Customs Act, 1901 (1), provides that "when any duty is imposed according to value, the value shall be taken to be the fair market value of the goods in the principal markets of the country whence the same were exported in the usual and ordinary commercial acceptance of the term and free on board at the port of export in such country and a further addition of ten per cent. on such market value."

In assessing the free on board value of goods subject to ad valorem duty in terms of the above-quoted section of the Customs Act, 1901, the following charges are included, viz.:

Charges Included in Value for Duty.

Inland carriage, coastal freight, and other charges (including lighterage) incurred in conveying the goods to and placing them on board the exporting vessel; cost of labor and materials (except outside packages) used in packing, including flock, kapok, straw, and other inside packing; insurance to port of shipment; canal dues.

And the following are excluded, viz.:

Charges Excluded from Value for Duty.

Outside packages (including zinc linings and tarred paper) in which goods are ordinarily imported; agents' charges; bank exchange; buying commission; brokerage; dock dues; export duty; insurance—over-sea; interest; postage and petties; sea freight—over-sea; stamp duty on bills of lading.

In all cases import duty is chargeable in Australia on the net price at which similar quantities of the goods could be bought by a cash purchaser for home consumption in the country of export, plus the charges enumerated above as included in the value for duty. Any special discounts allowed, or reduced prices charged, to branch houses, or to agents purely by reason of agency existing, and any discounts or reductions in price allowed for export and not for home consumption, are, therefore, not recognized by the Department in determining the value for duty.

IMPORTANCE OF EXACT KNOWLEDGE OF COMMERCIAL TERMS

A Discussion on the Meaning of Commercial Terms Extensively Used in Export Business

THERE is no more frequent cause of dispute between merchants and manufacturers than the misunderstanding of terms commonly employed in making sales and deliveries. This is particularly so in foreign trade, where the buyers and sellers are thousands of miles apart and communications take a long time for delivery or can be made only at infrequent intervals, the goods in dispute, in the meantime, being held in customs houses and incurring storage and other expenses.

It is the aim of the author of this article to set forth clearly and definitely the rights of both parties under the various circumstances that may arise, his "dictum," usually, being that of the courts themselves. There is seldom any real occasion for submitting such disputes to the decision of the courts, and the writer trusts that the following explanations of such terms as "c. i. f." and "f. o. b." will tend to avoid legal contests.

A buyer should always determine promptly whether he has any preference as to the route over which, or the carrier by which, the goods are to reach him. If he has any such preference it is his right to have it respected. This is true if the buyer is to accept delivery at the shipping point. It is equally true if the seller is to pay freight, or even if he has undertaken actually to make delivery at destination.

There is this material difference between the two cases, however: If the seller is to pay freight the buyer's right to name the carrier must be made part of the contract of sale; if the buyer is to accept delivery at the shipping point, his right to choose the carrier may be exercised at any time before actual shipment of the goods.

The reason for the difference is this: A seller who is to pay freight, or be responsible until the goods reach their destination, has a natural right to choose the carrier, unless he has parted with that right by contract; whereas a buyer who is to pay freight and accept the risks attending transit has an equally clear right to select the instrument of transportation. If the buyer has selected the carrier, in any case in which it is his right to do so, the seller should respect his choice.

Regarding the Route.

THE seller sometimes thinks that he can choose a carrier or a route that the buyer himself will find superior to that of his own selection. If he allows himself to yield to this temptation he is in the position of an agent who has attempted to improve upon his principal's orders: If all goes well the agent has small thanks, and if there is a loss it is the agent who must bear it.

The seller who disobeys the buyer's orders as to carrier or route not only incurs all the risks of transportation, whether they were originally his or not, but he also places it in the buyer's power to refuse the goods, though they reach him as promptly and in as good condition as could possibly be by any other route. If the market has gone against the buyer, or if he has repented of his bargain for any reason, he may repudiate the contract, alleging no other cause than that he bought goods to come by the A. B. route, while these have come by another line. A seller is never safe in disregarding the buyer's shipping instructions, when the latter has a right to give them, and has given them.

If the buyer fails to make a timely selection of route and

carrier the seller becomes the buyer's agent to make the selection. Then it is his duty to exercise such care and diligence in the matter as a reasonably prudent man would use if the goods were his own and the risk were his. He is not bound to choose the very cheapest route, or the best, or the most direct; no agent is bound to the highest possible degree of skill. His duty is done if he ships the goods by any line that ever is chosen, or would be chosen by a person of reasonable caution dealing with his own goods of the like kind and value.

Terms of Purchase.

THE terms of the contract are next to be looked after, especially as regards the place of delivery and the cost and risk of transportation. If the contract is silent on these points the buyer accepts his goods wherever they may be at the time of sale. In a great majority of cases, however, the contract contains some provision as to these matters. Most sales of goods to be taken to a distance are now made upon what are known either as F. O. B., or C. I. F. terms.

In an F. O. B. sale the seller undertakes to deliver the goods free on board. The place of delivery may be either the shipping point or the destination. It is always better to name the place in the contract. If it is not named, the courts, unless there is some usage or some expression in the contract to lead to a different conclusion, will hold that delivery is to be made at the shipping point; this because the expense of transporting goods is not to be placed upon the seller unless he has agreed to bear it.

Suppose the contract, then, to be for delivery "F. O. B. (free on board), shipping point." This places upon the seller the duty of packing the goods properly, placing them on board, addressing them to the buyer, securing such shipping documents as will enable the buyer to take possession of the goods when they reach him, and forwarding these documents to the buyer. So much being attended to, the seller's whole duty is done. He is not concerned with the time at which the goods may reach the buyer, the condition in which they reach him, nor, in fact, with the question whether they ever reach him at all or not. The carrier is the buyer's agent, and all questions arising after a proper delivery to the carrier by the seller are to be settled between the carrier and the buyer.

Two points of dispute have arisen out of contracts of this kind. About one of them there may be some slight doubt, but about the other there is no doubt at all. The contract compels the seller to deliver the goods free on board at the shipping point; but it does not say on board what sort of vehicle they are to be delivered. Suppose the goods have been sold for shipment to South America, and suppose they have come to the New York seller, or are to come, on cars from the West, or on a steamer from Europe. Now, it may occur to the seller, and sometimes it has occurred to him, that the ambiguity of the contract is such as to admit of his making a valid tender of the goods on board that vehicle which has brought them to him, but which will not take them any further. This is the point about which there is no doubt. Such a tender will not do. The proviso "free on board" is intended for the buyer's benefit, and it is of no possible advantage to him to have the goods on board a vehicle capable of moving if it is not going to move in his direction. "Free on board," in and of itself,

means free on board some vehicle that will take the goods to the buyer.

The doubtful point arises in this way. Suppose it to be admitted, or provided by contract, that the goods are to be delivered "free on board cars at the shipping point." Suppose the seller has side tracks running into his own yard or works, and suppose there is a switching charge for transferring the cars to the main track. Is this charge to be borne by the seller, or the buyer? This seems never to have been decided by any court of final resort. The writer gives it as his opinion, however, that the seller must make a tender upon the main line; that the buyer has a right to rely upon the published schedule of rates from shipping points to destination; that he is not concerned with any arrangement between the carrier and the seller allowing the latter to load his goods elsewhere than upon the main lines of the carrier's system.

If the sale is f. o. b. shipping point, and inspection is to be made before shipment, the contract being silent as to the payment of the cost of inspection, the seller must pay it. Generally the cost of inspection falls upon the buyer; but in this case inspection must be made before delivery on board, and as the seller must deliver free on board, this he can only do by having the inspection made and paying for it unless the buyer has expressly agreed to pay.

A Possible Complication.

THE complication that most frequently arises out of a sale f. o. b. shipping point comes about in this way. No definite arrangement having been made for shipment, seller may handle shipping documents in such a way that title to the goods remains in him until the buyer has paid a bill of exchange drawn against him. There is often strong temptation on the seller's part to follow such a course. He is hardly to be blamed for yielding to it, but there are these facts that he should bear in mind: That the bill of lading represents the goods while they are in transit; that if the bill is taken out to the shipper's order, and not indorsed to the buyer and sent to him unconditionally, or if it is taken out to the buyer's order and not delivered to him promptly,—in short, if the seller retains title in himself, he keeps upon himself also the risk of loss or damage to the goods. His contract gave him a right to transfer this risk at the shipping point; but that is of no consequence so long as he has not actually made the transfer. He cannot take this position: "If these goods reach their destination in safety, and the buyer does not pay for them, they are still my goods; but if they are lost or damaged on the way they are the buyer's goods and the loss is his."

If the contract calls for delivery f. o. b. shipping point, and also provides for payment against documents, the seller may take the shipping documents in his own favor simply by way of preserving a lien upon the goods for payment. Then the risk is with the buyer; but if the contract does not give the seller a right to hold the goods until payment is made, he holds them as owner if he holds them at all, and delivery is not made until the destination is reached; meanwhile the goods are at the seller's risk.

If the sale is f. o. b. destination, the seller pays the freight, the goods are his, and the risk of loss or damage is upon him, until the destination is reached. Then and there a valid delivery can be made while the goods are still in the hands of the carrier and not yet unloaded. If they do not reach their destination, or if they are too much damaged when they do reach it to constitute a good delivery, the loss falls upon the seller and he is guilty of a breach of contract besides; he agreed to deliver certain merchandise in good order at destination, and he has not done it. He must stand the loss and pay the buyer's damages.

When the terms of sale are C. I. F. (cost, insurance, freight), delivery is made at the shipping point and the

carrier is the buyer's agent. The amount of money named in the contract is all that the buyer is to be required to pay for the goods themselves (c); for insuring them during transportation (i); and for the carrier's freight charges (f). These expenses fall upon the seller; all others on the buyer. Delivery is not made on board, but at the warehouse or wherever the goods may be when sold. The buyer pays for them, taking them thence to the cars or vessel. He pays every expense not included in the cost of the goods themselves, or in their insurance and actual cost of carriage. Established usage in certain lines has decreed that the seller shall bear some minor expenses not falling strictly under any one of these three heads; but that is altogether exceptional.

Question of Insurance.

THE seller takes out an insurance policy and sends it to the buyer. In doing so he is to use ordinary care and diligence. This refers both to the selection of an insurer and the form of policy. Any company is sufficient that is not known to be insolvent or in danger of insolvency. Any policy is sufficient if it is such as reasonably prudent owners take upon their own goods. If there is any unusual danger to be insured against, or any special form of policy sometimes employed, this is a matter to be made part of the contract of sale, or to be attended to by the purchaser himself, if he wishes such a policy to cover his goods. The seller is bound simply to take out the usual form of policy with any solvent company.

It is well to name the destination in the contract, so that the seller may know how much freight and insurance he is to be called upon to pay. A failure to observe this precaution will generally do no harm; but a number of unfortunate disputes have arisen, in exceptional cases, from a lack of it. If the negotiation has been carried on by mail or telegraph, the destination of the goods is assumed, in the absence of any indication to the contrary, to be the place from which the buyer has addressed his communications. If the sale is made through verbal negotiation with the buyer or his agent, and the buyer has a well-known place of business, that is assumed to be the destination. But the buyer may have more than one place of business, or he may need these goods for some other use than in his ordinary line of trade, or in any one of various other ways there may be an honest misunderstanding as to the place to which the seller is bound to pay freight and insurance. A single word will prevent such a misunderstanding as to the place to which the seller is bound to pay freight and insurance, and a c. i. f. contract should read "c. i. f., Liverpool,"—or other destination.

The seller is not bound actually to pay the freight in advance unless the carrier insists upon it. It is sufficient if he forward the shipping documents to the buyer and credit him with the freight upon the invoice. This is worth mentioning only because some buyers, dissatisfied with the contract upon other grounds, not valid, have attempted to escape it because the seller, after agreeing to pay freight and insurance, has failed actually to pay the freight. This is not a valid objection. All that the buyer can demand is that the cost to him shall not be greater than it would have been if the seller had prepaid the freight.—*The Export Review*.

The Polson Iron Works Company have announced their intention of extending their ship-building plant in Toronto. They have applied for fifty acres of land on the bay front, and if they get this they will go ahead with their project. Besides the shipbuilding proposition, they contemplate building a dry dock big enough to accommodate any boat using the Toronto harbor.

CHANGES IN FREIGHT RATES DURING MAY

List of Freight Schedules Filed with the Board of Railway Commissioners During month of May, 1909.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.	C.R.C.	R.R. No.	Effective.	Description.
Canadian Pacific Railway.				Canadian Pacific Railway.			
Sup. 25 E. 1284	Sup. 25 E. 866	Apr. 26, '09	Steel rails, c.l., Sault Ste. Marie to Brantford, Ont.	Sup. 13 E. 103	Sup. 13 O.D. 735	May 1, '09	Cancellation class rates, Hamilton to various points.
Sup. 14 E. 251	Sup. 14 E. 93	Apr. 26, '09	Pig iron, c.l., Hamilton to Montreal, Three Rivers and Sault Ste. Marie, Ont.	Sup. 12 E. 102	Sup. 17 O.D. 730	May 1, '09	Cancellation class rates, London to various points.
Sup. 7 E. 1276	Sup. 7 E. 858	Apr. 27, '09	Cement, c.l., between various points.	Sup. 1 E. 1340	Sup. 1 E. 924	Apr. 26, '09	Class and commodity, Eastern Canada to Nelson, Rossland, etc.
Sup. 17 E. 1132	Sup. 17 E. 714	Apr. 27, '09	Rates on paper between various points.	Sup. E. 11104	Sup. 689	May 1, '09	Adds poles at lumber rates for single cars.
Sup. 41 E. 1141	Sup. 41 E. 723	Apr. 28, '09	Building material between various points.	Sup. 5 E. 1138	Sup. 5 E. 720	May 1, '09	Cancellation class rates between C. P. points and stations west of North Bay.
Sup. 7 E. 1024	Sup. 7 E. 612	May 1, '09	Cancellation class rates between M. C. R.R. and points west of North Bay. See C.R.C. 1400.	Sup. 3 E. 265	Sup. 3 E. 99	May 1, '09	Cancellation of class rates between Sault Ste. Marie, Ont., and stations North Bay to Carlton Jct. inclusive. See C.R.C. E. 1280 and E. 1400.
Sup. 8 E. 1005	Sup. 8 E. 593	May 1, '09	Cancellation class rates between Wabash R.R. points and stations west of North Bay. See C.R.C. 1400.	Sup. 8 E. 585	Sup. 8 E. 287	May 1, '09	Cancellation class rates between stations west of North Bay and points east. See C.R.C. 1400.
Sup. 3 E. 547	Sup. 3 E. 265	May 1, '09	Cancellation class rates between Prescott and Brockville and points west of North Bay. See C.R.C. 1120 and 1400.	Sup. 5 E. 1263	Sup. 5 E. 845	May 1, '09	Cancellation class rates between points west of Toronto and Romford Jct. See C.R.C. 1400.
Sup. 4 E. 545	Sup. 4 E. 263	May 1, '09	Cancellation class rates between stations on Eastern and Lake Superior divisions, and Fort William, Ont. See C.R.C. E. 1075-1120 and 1400.	Sup. 7 E. 1022	Sup. 7 E. 610	May 1, '09	Cancellation class rates between P. M. stations and points west of North Bay. See C.R.C. 1400.
E. 1403	E. 987	Apr. 26, '09	Wire fencing, c.l., Hamilton and Walkerville to C.P.R. stations.	Sup. 17 E. 1234	Sup. 17 E. 815	May 4, '09	Local switching.
Sup. 14 E. 1025	Sup. 14 E. 613	May 1, '09	Cancellation class rates between stations west of North Bay and points on C.P.R. and connecting lines. See C.R.C. E. 1400.	Sup. 13 E. 1098	Sup. 13 E. 683	May 5, '09	Scrap metal between various points.
Sup. 8 E. 993	Sup. 8 E. 582	May 1, '09	Cancellation class rates between points west of North Bay and points in Quebec and New Brunswick. See C.R.C. E. 1400.	Sup. 22 E. 978	Sup. 22 E. 567	May 10, '09	Commodities, Eastern Canada to points in Ontario and Manitoba west of Port Arthur.
E. 1400	E. 984	May 1, '09	Class rates between points west of North Bay and points on C. P. and connecting lines.	Sup. 8 E. 831	Sup. 8 E. 424	May 10, '09	Flour, c.l., St. Catharines and Thorold to Montreal, export, 10c. per 100 lbs.
Sup. 56 E. 450	Sup. 56 E. 205	Apr. 24, '09	Paper, c.l., Frankford and Glen Miller to Berlin, Ont.	E. 1419	E. 1003	May 12, '09	Class and commodity rates, Eastern Canada to points on Grand Trunk Pacific.
Sup. 12 E. 1289	Sup. 12 E. 871	Apr. 24, '09	Commodities, various points to Maritime Provinces.	Sup. 18 E. 1234	Sup. 18 E. 815	May 10, '09	Local switching.
Sup. 15 E. 119	Sup. 16 O.D. 747	May 1, '09	Cancellation class rates stations west of Toronto to stations east.	Sup. 58 E. 450	Sup. 58 E. 205	May 14, '09	Paper, c.l., between various points.
Sup. 15 E. 101	Sup. 21 O.D. 729	May 1, '09	Cancellation class rates from Toronto to various points.	Sup. 4 E. 1285	Sup. 4 E. 867	May 12, '09	Iron commodities between various points.
				Sup. 43 E. 1141	Sup. 43 E. 723	May 12, '09	Building material between various points.
				Sup. 29 E. 1284	Sup. 29 E. 866	May 13, '09	Commodities between various points.
				Sup. 21 E. 1107	Sup. 21 E. 692	May 15, '09	Class and commodity, lake and rail, to Port Arthur and Fort William.

C.R.C.	R.R. No.	Effective.	Description.	C.R.C.	R.R. No.	Effective.	Description.
Canadian Pacific Railway.				Grand Trunk Railway.			
Sup. 9 E. 1304	Sup. 9 R.B.	May 15, '09	Iron and steel, c.l., Eastern Canada to Port Arthur and Duluth, lake and rail.	E. 1585 Cancels E. 564 Sup. 1 E. 1543	C.O. 36 Cancels C.A. 2 Sup. 1 C.O. 34	May 31, '09	Graphite ore, c.l., Calabogie to points in U.S.
E. 1595 Cancels E. 1305	C.F. 114 Cancels C.F. 92	May 31, '09	Lumber, c.l., Ottawa, ex C.P.R. to Boston, for export, 10c. per 100 lbs.	Sup. 13 E. 1240	Sup. 13 E. 12	May 3, '09	Corundum ore, Barry's Bay to points in U.S.
Sup. 4 E. 1205	Sup. 4 C.I. 9	May 5, '09	Steel chips and wire nail refuse, c.l., Montreal to Hamilton, London and Welland.	T. 35 Cancels T. 10	31 Cancels 10	May 5, '09	Maple blocks, mangle rolls, etc., points in Ontario to Montreal, for export.
E. 1589	N. 11	May 12, '09	Classes and commodities, Eastern Canada to G.T.P. points, lake and rail.	E. 1587 Cancels E. 999	E. 26 Cancels E. 5	May 31, '09	Grain and grain products, c.l., Port Arthur and Fort William to Montreal and west, 15c. per 100 lbs.
Sup. 35 E. 754	Sup. 35 C.D. 8	May 15, '09	Cement and plaster, c.l., between various points in Canada.	Sup. 81 E. 1208 Sup. 5 E. 1215	Sup. 81 C.D. 23 Sup. 5 C.F. 85	May 3, '09	Class and commodity, stations in Canada to Boston, Halifax and Portland, etc., for export.
Grand Trunk Railway.				New York Central and Hudson River R.R.			
Sup. 1 E. 1275	Sup. 1 C.S. 11	May 1, '09	Sugar, c.l., stations in Eastern Canada to Fort William and Port Arthur.	1368 Cancels 1320 1374	A. 13265 Cancels A. 12523 A. 13372	May 22, '09	Building material between various points.
Sup. 34 E. 754	Sup. 34 C.D. 8	Apr. 30, '09	Cement, c.l., Belleville to Quebec, 12c. per 100 lbs.	1378 Cancels 238	A. 13410 Cancels A. 2585	May 24, '09	Pulpwood, c.l., points in Ontario to Merritton, Thorold and Niagara Falls, Ont.
Sup. 29 E. 1210	Sup. 29 C.F. 83	Apr. 30, '09	Lumber, c.l., Sarnia to Petrolia, 4c. per 100 lbs.	1379 Cancels 462	A. 13411 Cancels A. 3769	May 29, '09	Soda, Syracuse and Solray, N.Y., to points in Canada.
E. 1583 Cancels E. 1296	C.I. 64 Cancels C.I. 42	May 1, '09	Iron chain, c.l., Sarnia to various points.	1380 Cancels 604	A. 13412 Cancels A. 4557	May 29, '09	Brick, c.l., points in Pennsylvania to Montreal, \$3.00 per ton.
Sup. 3 E. 1380 Sup. 12 E. 1240	Sup. 3 S. 64 Sup. 12 E. 12	Apr. 25, '09	Interswitching arrangements.	Pittsburg and Lake Erie R.R.			
Sup. 23 E. 225	Sup. 23 G.A.A. 3	May 1, '09	Classes and commodities to Montreal, export.	Sup. 2 80	Sup. 2 B. 967	June 1, '09	Class rates, Ogdensburg and Norwood, N.Y., to points on G.T.R. in Quebec.
Sup. 23 E. 225	Sup. 23 G.A.A. 3	Apr. 26, '09	Pig iron, c.l., Hamilton to Montreal, Sault Ste. Marie, Three Rivers.	Sup. 15 271	Sup. 15 118	May 4, '09	Class rates, Buffalo and Niagara Falls, N.Y., to Montreal, via C. P. R.
E. 1579 Cancels E. 1421	C.U. 37 Cancels C.U. 32	May 26, '09	Binder twine, c.l., Montreal and Peterboro to Minneapolis and St. Paul, lake and rail, 25½c. per 100 lbs.	Pennsylvania R.R.			
Sup. 9 E. 1434	Sup. 9 C.M. 8	May 3, '09	Cancellation rates on wire fencing, Walkerville to Maritime Provinces points.	T.T. 30		June 1, '09	Class rates, Syracuse and Solray, N.Y., to Montreal, via C.P.R.
Sup. 15 E. 1431	Sup. 15 C.Y. 3	Apr. 26, '09	Structural iron and steel, c.l., Welland to Walkerville, 13c. per 100 lbs.	Bay of Quinte Railway.			
Sup. 16 E. 1431	Sup. 16 C.Y. 3	May 1, '09	Bags and bagging, c.l., Montreal to Peterboro, Ont., 23c. per 100 lbs.	Sup. 15 271	Sup. 15 118	May 4, '09	Classes, P. & L. E. stations to Canada.
E. 1570 Cancels E. 1376 and E. 1525	C.U. 36 Cancels O.U. 28 C.W. 35	May 27, '09	Commodities between various points.	Pennsylvania R.R.			
W. 172 Cancels W. 85 Sup. 7 E. 1304	G.F.D. 1474 Cancels G.F.D. 1167 Sup. 8 R. 3	May 24, '09	Commodities, Detroit and west to points in Canada.	Sup. 15 271	Sup. 15 118	May 4, '09	Cement, c.l., Strathcona and Marlbank to various points in Canada.
E. 1584 Cancels E. 269	C.O. 35 Cancels S.R. 163	May 31, '09	Class and commodity, Eastern Canada to Port Arthur and Fort William.	Pennsylvania R.R.			
E. 1586 Cancels E. 603 Sup. 17 E. 1431	C.O. 37 Cancels C.A. 5 Sup. 17 C.Y. 3	May 31, '09	Agolite clay or talc, c.l., Massena Springs, N.Y., to stations in Canada.	Sup. 15 271	Sup. 15 118	May 4, '09	Fire brick and clay, St. Mary's and Daguseahonda, Pa., to Norwich, Ont., \$2.60 per net ton.
		May 8, '09	Copper ore, c.l., Parry Sound to points in U.S.	Pere Marquette R.R.			
		May 10, '09	Commodities between stations in Canada.	989	2565	May 30, '09	Sand, c.l., points in U. S. to Canada.
				Philadelphia and Reading R.R.			
				230 Cancels 149-157 199-201		May 30, '09	Commodities, points on P. & R. Ry. to Canada.
				Michigan Central R.R.			
				E. 1412	E. 996	May 10, '09	Classes between stations west and north of Montreal.
				E. 1416	E. 1000	May 5, '09	Petroleum and products, Port Burwell to C.P.R. and connecting lines' stations.
				Sup. 26 E. 1284	Sup. 26 E. 866	May 3, '09	Commodities between various points.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquiries, apply by numbers to the Secretary, at Toronto.

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- 504 **Ash Handles, Broom Handles, Maple Blocks, General Wood-ware.**—A representative of a well-known English firm of wholesale dealers in handles and wooden goods is in Canada, with a view to establish connections for supplies of these goods for the British market. Will call on firms interested.
- 505 **Apple Pulp.**—A Lancashire firm would be pleased to receive samples and quotations of apple pulp.
- 506 **British Representative for Wooden Goods.** Englishman, who has just returned to his native country after several years in Canada, is representing two good Canadian houses. He is in a position to take on further agencies, and would welcome correspondence from firms interested.
- 507 **British Representative.**—Englishman, who has had considerable experience in wholesale leather trade in Great Britain, and has spent some years in Canada, is shortly returning to his native country, and will represent a few first-class Canadian concerns. He would welcome correspondence, particularly from leather firms, but will handle also other lines.
- 508 **Buckboards, Top Buggies and Phaetons.**—A South African firm wishes to obtain an agency for the sale of vehicles, particularly buckboards, top buggies and phaetons.
- 509 **Boxes.**—A firm in Durban, South Africa, desires to get in communication with Canadian exporters of wooden boxes.
- 510 **Bee Hives.**—A South African firm of wholesale general merchants desires to be placed in communication with Canadian manufacturers of bee hives and accessories.
- 511 **Caustic Potash.**—The Canadian Trade Commissioner in Birmingham, England, has enquiries for this material. Those interested should write him direct.
- 512 **Churns.**—A South African firm dealing largely in agricultural machinery seek an agency for churns.
- 512A **Churns.**—A South African firm of general merchants asks for catalogues, etc., from exporters of churns.
- 513 **Cream Separators.**—A South African firm dealing largely in agricultural machinery seek an agency for cream separators.
- 514 **Chaff Cutters and Hay Presses.**—A South African firm seek an agency for chaff cutters and hay presses.
- 515 **Carriage Stock.**—A Cape Town firm of wholesale hardware merchants desire to be placed in communication with Canadian manufacturers of metal stampings for cape cart work.
- 516 **Canned Goods, Etc.**—A London firm wishes to get into touch with Canadian packers of canned goods, and other articles for the grocery and allied trades.
- 517 **Condensed Milk.**—A South African firm of commission agents wishes to be placed in connection with Canadian exporters of condensed milk.
- 518 **Churns.**—A large South African firm ask for quotations from exporters of churns.
- 519 **Cotton Duck.**—A large South African firm ask for quotations from exporters of cotton duck.
- 520 **Carriage Nuts and Bolts.**—A Manchester firm wishes to get prices and sizes of carriage nuts and bolts from Canadian manufacturers.
- 521 **Closet Seats.**—A Manchester firm asks for prices of closet seats from Canadian manufacturers.
- 522 **Carts, Etc.**—A South African firm of wholesale general merchants desires to be placed in communication with Canadian manufacturers and exporters of hand push-carts and wheelbarrows of every description.
- 523 **Clocks.**—A South African firm of wholesale general merchants desires to be placed in touch with Canadian manufacturers and exporters of eight-day wooden clocks, and fancy goods generally.
- 524 **Cultivators.**—A South African firm of general merchants asks for catalogues, etc., from exporters of cultivators.
- 525 **Churns and Dairy Utensils.**—A South African firm asks for catalogues of churns and dairy utensils.
- 526 **Dried Milk.**—A North of England firm of wholesale distributors of bakers' and confectioners' supplies would be interested in hearing from Canadian exporters of dried milk.
- 527 **Doors and Windows.**—A South African firm of general merchants asks for catalogues, etc., from exporters of doors and windows.
- 528 **Evaporated Milk and Cream.**—Wholesale selling agent for farm produce in Chicago is open to sell on commission carload lots of the above commodities. References.
- 529 **Egg Crates.**—A South African firm of wholesale general merchants desires to be placed in touch with Canadian manufacturers and exporters of egg crates of various descriptions.
- 530 **Fish, Food Products, Paper Cord.**—A well-known firm of manufacturers' agents in Buenos Ayres, South America, are open to represent Canadian exporters of the above goods. Can furnish references.
- 531 **Flour, Farm Produce, Provisions, Etc.**—Agent in Genoa, Italy, desires to get in touch with Canadian exporters of lard, meats, fish, oils, bone, grease, flour, etc. Good connections, and is already representing several American firms. References on application.
- 532 **Furniture.**—A South African firm of general merchants seeks a connection with Canadian exporters of office, school, church and house furniture.
- 533 **Flour.**—A Newfoundland firm wishes to hear from Canadian exporters of flour.
- 534 **Flour.**—A Newfoundland firm of flour importers is open to purchase large supplies regularly.
- 535 **Flour.**—A Newfoundland firm is open to receive offers of soft winter and blended flours.
- 536 **Flour.**—A Newfoundland merchant wishes to import flour from millers direct.
- 537 **Fencing Wire.**—A South African firm of commission agents wishes to be placed in connection with Canadian exporters of fencing wire.
- 538 **Fencing Wire and Standards.**—A large South African firm ask for quotations from exporters of fencing wire and standards.
- 539 **Fencing Wire and Wire Nails.**—A large South African firm wishes to have quotations from exporters of fencing wire and wire nails.
- 540 **Furniture.**—A large South African firm of furniture dealers and manufacturers wishes to get into touch with exporters of house and office furniture, in the white, ready dressed, after English designs, ready for putting together; in elm, oak, satin walnut and walnut. Moderate shipments.
- 541 **Furniture.**—A South African firm of wholesale general merchants desires to be placed in communication with Canadian manufacturers and exporters of all classes of furniture, including cheap dining tables.
- 542 **Furniture.**—A South African firm of general merchants asks for catalogues, etc., from exporters of furniture.
- 543 **Flour.**—A South African firm of merchants asks for catalogues, etc., from exporters of flour.
- 544 **Farinaceous Preparations.**—A South African firm of merchants asks for catalogues, etc., from exporters of farinaceous preparations.
- 545 **Furniture.**—A South African firm of merchants asks for catalogues from exporters of house and office furniture.

- 546 **Fencing Wire and Standards.**—A South African firm of merchants asks for catalogues of fencing wire and standards.
- 547 **Fencing Wire and Standards.**—A South African firm of general merchants asks for catalogues, etc., from exporters of fencing wire and standards.
- 548 **Grease-proof Paper, Meat Skewers.**—A well-known firm of manufacturers' agents and dealers in London, England, desire to procure supplies of the above material from Canadian exporters.
- 549 **German Representative.**—A well-known German travelling representative, with good experience and connections, and excellent Canadian references, is open to represent first-class Canadian firms seeking a market in Germany, in various lines.
- 550 **German Representative.**—A well-known Berlin, Germany, manufacturers' agent is open to represent Canadian manufacturers who seek a market in that country. Good American references.
- 551 **Grindstones.**—A Newfoundland firm is open to consider offers of grindstones.
- 552 **Grey-boards.**—A Manchester firm asks for samples and prices of grey-boards from Canadian manufacturers.
- 553 **Homespun, Crash and Tailors' Supplies.**—A merchant tailoring firm in Hamilton, Bermuda, desires samples and prices from Canadian manufacturers of the above goods.
- 554 **House Furnishings.**—Manufacturers' agent in Berlin, Germany, desires to hear from Canadian firms whom he might represent in the above lines in that market.
- 555 **House and School Furniture.**—A large South African firm ask for quotations from exporters of house and school furniture, of the cheaper varieties in the former.
- 556 **Hay Presses.**—A large South African firm wishes to have quotations from exporters of hay presses.
- 557 **Hardware.**—A South African firm of wholesale general merchants desires to be placed in communication with Canadian manufacturers and exporters of hardware: Butt, tee, backflap hinges; padlocks, platform and counter scales, axes and hatchets, and spraying appliances.
- 558 **Harrows.**—A South African firm of general merchants asks for catalogues, etc., from exporters of harrows.
- 559 **Hardware.**—A South African firm of ironmongers asks for catalogues, price lists, etc., from exporters of hardware.
- 560 **Hardware.**—A South African firm of merchants asks for catalogues, etc., from exporters of hardware.
- 561 **Kaffir Picks and Hoes.**—A large South African firm asks for quotations from exporters of kaffir picks and hoes.
- 562 **Kaffir Hoes and Picks.**—A large South African firm wishes to have quotations from exporters of kaffir hoes and picks.
- 563 **Kaffir Plows.**—A large South African firm wishes to have quotations from exporters of kaffir plows.
- 564 **Leather.**—A large South African firm wishes to have quotations from exporters of leather.
- 565 **Lumber.**—A South African firm of general merchants asks for catalogues, etc., from exporters of lumber.
- 566 **Montreal Representative.**—A gentleman, well recommended, and with considerable experience as a manufacturers' representative, desires to hear from Ontario and Western firms wishing a representative in Montreal and the vicinity.
- 567 **Mineral Products, Asbestos, Etc.**—A well-known German manufacturers' agent, with long-established connections, desires to hear from Canadian exporters of mineral and farm products and kindred lines, with a view to representing them in the German market.
- 568 **Maize Shellers and Maize Planters.**—A South African firm, dealing largely in agricultural machinery, seek an agency for maize shellers and maize planters.
- 569 **Metal Stampings.**—A Cape Town firm of wholesale merchants desire to be placed in communication with Canadian manufacturers of metal stampings for cape cart work.
- 570 **Maize Drills and Shellers.**—A large South African firm wishes to have quotations from exporters of maize drills and shellers.
- 571 **Maize Shellers and Planters.**—A South African firm of general merchants asks for catalogues, etc., from exporters of maize shellers and planters.
- 572 **Newfoundland Representative.**—A former Newfoundlander, with several years' experience in Canada, is returning to Newfoundland for the summer, and desires to act as representative for a few Canadian firms. Good connection among the dealers in that land.
- 573 **Organs.**—A large South African firm wishes to have quotations from exporters of organs.
- 574 **Oak Spokes.**—A Lancashire firm asks for prices of oak spokes, finished dresses 1½ in. up to 4 in., rising by 1-8 in., from Canadian manufacturers.
- 575 **Organs.**—A South African firm of wholesale general merchants desires to be placed in touch with Canadian manufacturers and exporters of organs; must be reliable instruments.
- 576 **Organs.**—A South African firm of general merchants asks for catalogues, etc., from exporters of organs.
- 577 **Paper Cutters, Paper, Etc.**—A former Canadian, now living in Johannesburg, South Africa, is open to represent Canadian manufacturers of roll paper cutters and paper in the South African market.
- 578 **Printing Paper.**—A well-known firm of import and export agents in New York City have an enquiry for printing paper from a client in New Zealand. Would welcome correspondence.
- 579 **Paper.**—A South African firm ask for quotations for paper, 10,000 to 15,000 sheets.
- 580 **Ploughs, Cultivators and Corn Shellers.**—A large South African firm ask for quotations from exporters of ploughs, cultivators and corn shellers.
- 581 **Ploughs.**—A South African firm of general merchants asks for catalogues, etc., from exporters of ploughs.
- 582 **Ploughs and Cultivators.**—A South African firm asks for catalogues of ploughs and cultivators.
- 583 **Pickaxes and Handles.**—A South African firm asks for catalogues of pickaxes and handles.
- 584 **Skewers.**—A large firm of dealers in butchers' supplies and other wooden goods, in London, England, wish to make arrangements for supplies of butchers' skewers, with Canadian manufacturers.
- 585 **Salted Pigskins.**—A firm of tanners in Beith, Scotland, wish to procure supplies of salted pigskins in Canada. Good market.
- 586 **Stair Plates, Curtain Pole Trimmings, Wooden, Wool Bats.**—Manufacturers' agent in Ontario is anxious to get in touch with manufacturers of the above goods in Canada.
- 587 **Stoves.**—A large South African firm ask for quotations from exporters of stoves of cheap variety, similar to the English stove of Dover pattern, of the American Bon Bon pattern.
- 588 **Shovels, Spades, Hay Forks, Pickaxes and Handles.**—A large South African firm ask for quotations from exporters of shovels, spades, hay forks, pickaxes and handles.
- 589 **Steam and Mining Specialties.**—A firm of mechanical engineers on the Rand makes enquiry for Canadian firms dealing in steam and mining specialties.
- 590 **Stoves.**—A large South African firm wishes to have quotations from exporters of stoves, of a quality similar to the English Dover and the American Bon Bon, and also for better class stoves.
- 591 **Shovels, Spades, Etc.**—A North of England firm wishes to hear from the Canadian firm manufacturing "Bull Dog" shovels, spades, etc.

- 592 **Spades and Shovels.**—A Sheffield firm wishes to get into communication with manufacturers of spades and shovels in Canada.
- 593 **School Furniture.**—A South African government asks for catalogues, etc., from exporters of school furniture.
- 594 **Stoves.**—A South African firm of general merchants asks for catalogues, etc., from exporters of stoves.
- 595 **Stoves.**—A South African firm asks for catalogues of stoves.
- 596 **Traction Engines, Separators, Heavy Hoes, Bicycles.**—A former Canadian, who has spent several years in the East Indies, writes that there should be a good market for Canadian manufacturers of traction engines and separators, for use in handling rice and other crops, and also for heavy hoes, or chunkles, and bicycles. He will be in Canada in June, and will be glad to call on any firms who may be interested in this enquiry.
- 597 **Threshing Machines, for Steam, Horse and Hand Power.**—A South African firm, dealing largely in agricultural machinery, seek an agency for threshing machines, for steam, horse, and hand power.
- 598 **Veneers, Maple Blocks for Mangle Rolls, Wash-boards, Handles, General Wooden Goods.**—A representative of one of the largest firms of dealers in wooden goods in Birmingham, England, is in Canada, with a view to making arrangements for supplies for the coming year. Will be pleased to call on manufacturers of the above goods.
- 599 **Vancouver Agents.**—A well-known firm of agents in Vancouver, B.C., are open to represent Eastern Canada manufacturers. Good connections and references.
- 600 **Winnipeg and Western Canada Representative.**—A well-known firm of manufacturers' agents and wholesale hardware brokers in Winnipeg, well recommended, are open to represent Eastern firms in Winnipeg and the West. They call on the retail and jobbing trade.
- 601 **Wrapping Paper and Bags, Etc.**—A well-known manufacturers' agent in New Glasgow, N.S., is open to represent Quebec and Ontario manufacturers in the Maritime Provinces. Enquires particularly for wrapping paper and bags.
- 602 **Western Representative.**—Toronto man, with considerable business experience, is going through the West as representative of a few firms. Is in a position to handle further agencies. Would welcome correspondence.
- 603 **Wood Goods.**—A South African firm of wholesale general merchants desires to be placed in communication with Canadian manufacturers and exporters of wood goods, viz., axe, pick, rake, hammer and broom handles.
- 604 **Woodenware.**—A South African firm of wholesale general merchants desires to be placed in touch with Canadian manufacturers and exporters of woodenware, such as wash-boards, carpet brooms, wooden tubs and berry boxes.
- 605 **Woodware.**—A South African firm of merchants asks for catalogues, price lists, etc., from exporters of woodware.
- 606 **Wood Naphtha.**—A South African firm wishes to be placed in connection with Canadian exporters of wood naphtha (not less than 500-gallon lots at a time).

SPECIAL—Cull Peavy Handles.—A Canadian manufacturer of lumbering tools has a quantity of cull hard split, maple peavey handles, which could be turned advantageously into other handles, or wooden goods. He will be glad to hear from manufacturers who might be interested in getting a price on these culls, or would install machinery to make up any turned goods which would offer an outlet for these handles. Further particulars at this office.

SPECIAL.—An old established firm of manufacturers' agents at Winnipeg, who cover the Western provinces thoroughly, and have a good connection with the hardware and lumber trade, can handle additional lines to advantage. Have storage accommodation in own track warehouse.

AMONG THE INDUSTRIES

ONTARIO.

Niagara Falls will spend \$15,000 on a new Public Library building this year.

A \$50,000 extension to the Winter Fair Building will be made at Guelph.

Mr. Charles A. Moore has been appointed Manager of the Stratford Manufacturing Co.

Trenton, Ont., will instal a waterworks system. A producer gas plant will be employed.

The Reid Foundry & Machine Co.'s plant at Ingersoll was totally destroyed by fire recently.

The Erie Woolen Mills, of Dunnville, Ont., were destroyed by fire recently. Loss \$12,000.

Preston will have a Carnegie library at a cost of \$10,000. The building will be erected this year.

The T. Eaton Co. are building a two-story brick addition to their factory on Albert Street at a cost of \$18,000.

WEST.

Frank Huston, Vancouver, B.C., will erect a saw-mill and planing-mill in that city.

A \$125,000 office building will be erected in Vancouver, B.C., by G. E. Bower, of that city.

The Gee Whiz Manufacturing Co. will erect a warehouse in Winnipeg at a cost of \$6,000.

A telephone exchange building will be erected in Portage la Prairie at a cost of \$20,000.

The Waterloo Manufacturing Co. will build a Western branch at Portage la Prairie, Man.

The Great West Life Assurance Co. will build an office building in Winnipeg at a total cost of \$230,000.

The Knechtel Furniture Co. will erect a large warehouse in Winnipeg. The building will be 120 by 50 feet, three storeys and a basement. G. G. Teeter, architect, Winnipeg, is in charge.

QUEBEC.

The abattoir of the D. B. Martin Company, Montreal, was destroyed by fire recently.

The factory of the Sanitary Supplies Manufacturing Company, of Granby, Que., was destroyed by fire recently.

The Canada Lead Works, Montreal, owned by the James Robertson Company, was destroyed by fire recently. The loss is estimated at \$250,000.

The three engineers who are in charge of the Quebec Bridge designing and construction have completed their plans. As soon as these are approved by the Government tenders for the work will be called for.

Articles Manufactured in Canada

BY THE MEMBERS OF THE
Canadian Manufacturers Association
 (Incorporated)

ARRANGED ALPHABETICALLY

A LIST OF MANUFACTURERS APPEARS UNDER EACH HEADING.

A

1 ACCUMULATORS, Hydraulic.

Perrin, Wm. R. & Co., Limited, Toronto, Ont. (Adv. page 896.)
 McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)

2 ACIDS.

Canada Chemical Mfg. Co., Limited, London, Ont. (Adv. page 1131.)
 Cowan, John, Co., Limited, Montreal, Que.
 Nichols Chemical Co., of Canada, Limited, The, Montreal, Que. (Adv. page 1129.)
 Standard Chemical Co., Limited, The, Toronto, Ont.
 Victoria Chemical Co., Limited, Victoria, B.C.

3 ACIDS, Acetic.

Canada Chemical Mfg. Co., Limited, London, Ont. (Adv. page 1131.)
 Standard Chemical Co., of Toronto, Limited, The, Toronto, Ont.

4 ACIDS, Carbolic.

Dominion Tar & Chemical Co., Limited, The, Sydney, N.S.

5 ACIDS, Sulphuric, Muriatic and Nitric.

Canada Chemical Mfg. Co., Limited, The, London, Ont. (Adv. page 1131.)
 Dominion Iron & Steel Co., Limited, Sydney, N.S.
 Nichols Chemical Co., of Canada, Limited, The, Montreal, Que. (Adv. page 1129.)
 Victoria Chemical Co., Limited, Victoria, B.C.

6 ACTIONS, Piano.

Barthelmes, A. A. & Co., Limited, Toronto, Ont.
 Higel, The Otto, Co., Limited, Toronto, Ont.

7 ACTIONS, Playerpiano.

Higel, The Otto, Co., Limited, Toronto, Ont.

8 ADZES.

Canada Axe & Harvest Tool Mfg. Co., Limited, St. Paul, Que.
 Fowler, The Josiah, Co., Limited, St. John, N.B.
 Welland Vale Mfg. Co., Limited, The, St. Catharines, Ont. (Adv. page 1099.)

9 AGATEWARE.

Davidson, The Thos., Mfg. Co., Limited, Montreal, Que. (Adv. page 1130.)
 Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)

10 AGRICULTURAL IMPLEMENTS.

Bailey-Underwood Co., Limited, New Glasgow, N.S.
 Belanger, A., Montmagny, Que.
 Bell, B., & Son Co., Limited, St. George, Ont.
 Cockshutt Plow Co., Limited, Brantford, Ont. (Adv. page 894.)
 Cossitt Co., Limited, The, Brockville, Ont.
 Fleury's Sons, J., Aurora, Ont.
 Frost & Wood Co., Limited, The, Smith's Falls, Ont.
 Hamilton, The Peter, Co., Limited, Peterboro., Ont.
 International Harvester Co., of Canada, Limited, Hamilton, Ont. (Adv. page 895.)
 Massey-Harris Co., Limited, Toronto, Ont. (Adv. page 893.)
 Maxwell, David, & Sons, St. Mary's, Ont.
 Noxon Co., Limited, The, Ingersoll, Ont.
 Paris Plow Co., Limited, The, Paris, Ont.
 Shantz, P. E., Preston, Ont.
 Sylvester Mfg. Co., Limited, The, Lindsay, Ont.
 Verity Plow Co., Limited, Brantford, Ont. (Adv. page 892.)
 Vilas, W. F., Cowansville, Que.
 Watson, John, Mfg. Co., Limited, Ayr, Ont.
 Western Implement Mfg. Co., Winnipeg, Man.
 Wilkinson Plow Co., Toronto, Ont.

11 AIR WASHERS.

See Washers, Air.

12 ALABASTINE.

Alabastine Co., Paris, Limited, The, Paris, Ont. (Adv. page 1118.)

13 ALARMS, Electric and Automatic Sprinkler.

McGuire, W. J., Limited, Toronto, Ont.

14 ALARMS, Water, High and Low.

Babeock & Wilcox, Limited, Montreal, Que. (Adv. page 890.)
 Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

15 ALCOHOL.

Corby, H., Distillery Co., Limited, Montreal, Que.
 Gooderham & Worts, Limited, Toronto, Ont.
 Hamilton Distillery Co., Limited, The, Hamilton, Ont.
 St. Hyacinthe Distillery Co., Ltd., The, St. Hyacinthe, Que.
 Walker, Hiram & Sons, Limited, Walkerville, Ont. (Adv. page 1108.)

16 ALCOHOL, Wood.

Algoma Steel Co., Limited, The, Sault Ste. Marie, Ont. (Adv. page 1127.)
 Standard Chemical Co., of Toronto, Limited, The, Toronto, Ont.
 Wood Products Co., of Canada, Limited, The, Toronto, Ont.

17 ALE.

Beauport, La Cie Brasserie du, Quebec, Que.
 Blackwood's, Limited, The, Winnipeg, Man.
 Boswell & Bro., Limited, Quebec, Que.
 Calgary Brewing & Malting Co., Limited, Calgary, Alta.
 Canadian Breweries, Limited, Montreal, Que.
 Carling Brewing & Malting Co., London, Ont.
 Cosgrave Brewery Co., of Toronto, Limited, The, Toronto, Ont.
 Dawes & Co., Limited, Montreal, Que.
 Dominion Brewery Co., Limited, The, Toronto, Ont.
 Dow, Wm., & Co., Montreal, Que.
 Drewry, Edward L., Winnipeg, Man. (Adv. page 1130.)
 Edmonton Brewing & Malting Co., Limited, The, Edmonton, Alta.
 Hamilton Brewing Association, Limited, The, Hamilton, Ont.
 Holliday Bros., Guelph, Ont.
 Labatt, John, London, Ont.
 McDonagh & Shea, Winnipeg, Man.

Molson, John H. R., & Bros., Montreal, Que.
 O'Keefe Brewery Co., of Toronto, Limited, The, Toronto, Ont.
 Proteau & Carignan, Quebec, Que.
 Ready, James, Limited, St. John, N.B.
 Silver Spring Brewery, Limited, Sherbrooke, Que.
 Simeon Jones, Limited, St. John, N.B.
 Sleeman & Sons, Limited, Guelph, Ont.
 Toronto Brewing & Malting Co., Limited, Toronto, Ont.
 Vancouver Breweries, Limited, Vancouver, B.C.
 Victoria Phoenix Brewing Co., Limited, The, Victoria, B.C.
 Walkerville Brewing Co., Limited, The, Walkerville, Ont.

18 ALE, Ginger.

Christin, J., & Co., Inc., Montreal, Que.
 Drake, Francis, New Glasgow, N.S.
 Gurd, Charles, & Co., Limited, Montreal, Que.
 McLaughlin, J. J., Limited, Toronto, Ont.
 Sanitaris, Limited, Arnprior, Ont.
 Taylor & Pringle Co., Limited, Owen Sound, Ont.

1000 Islands Mineral Water Co., Brockville, Ont.
 Timmons, M., & Son, Quebec, Que.
 Tune, J., & Son, London, Ont.

19 ALLEYS, Bowling.

Brunswick - Balke-Collender Co., The, Toronto, Ont.

20 ALTARS.

Berlin Interior Hardwood Co., Limited, Berlin, Ont.
 Blake, W. E., & Son, Toronto, Ont.
 Blonde Lumber & Mfg. Co., Limited, The, Chatham, Ont.
 Clemens, The H. A., Co., Limited, Guelph, Ont.
 Valley City Seating Co., Limited, The, Dundas, Ont.

21 ALUMINA, Sulphate of.

Nichols Chemical Co., of Canada, Limited, The, Montreal, Que. (Adv. page 1129.)

22 ALUMINUM PAINT.

See Paint, gold and aluminum.

23 AMBULANCES

See Wagons, Ambulance, etc.

24 AMMETERS.

See Meters, Electrical.

25 AMMONIA AND AMMONIA PRODUCTS.

Canada Chemical Mfg. Co., Limited, The, London, Ont. (Adv. page 1131.)
 Cowan, John, Co., Limited, Montreal, Que.
 Michigan Ammonia Works, Toronto, Ont.
 Pendray, W. J., Victoria, B.C.
 Sultana Mfg. Co., Montreal, Que.

26 AMMONIA POWDER.

Lawrason, S. F., & Co., London, Ont.
 Nicholson & Brock, Toronto, Ont.
 Richards' Pure Soap Co., Limited, The, Woodstock, Ont.
 Sultana Mfg. Co., Montreal, Que.

27 AMMONIA, Sulphate of.

Dominion Iron & Steel Co., Limited, Sydney, N.S.

28 AMMUNITION.

Dominion Cartridge Co., Limited, Montreal, Que.

29 ANCHORS.

Midland Engine Works Co., Midland, Ont.

30 ANDIRONS, Brass and Iron.

Dennis Wire & Iron Works Co., Limited, London, Ont. (Adv. page 1120.)

Hutchison & Sticht, Montreal, Que.

Mitchell, The Robert, Co., Limited, Montreal, Que.

31 ANGLES, Steel.

Canada Foundry Co., Limited, Toronto, Ont.

Canadian Bridge Co., Limited, The, Walkerville, Ont. (Adv. page 1106.)

Dominion Bridge Co., Limited, Montreal, Que. (Adv. page 1106.)

Hamilton Bridge Works Co., Limited, The, Hamilton, Ont. (Adv. page 883.)

Hamilton Steel & Iron Co., Limited, The, Hamilton, Ont. (Adv. page 1124.)

Nova Scotia Steel & Coal Co., Limited, The, New Glasgow, N.S. (Adv. page 1125.)

Page-Hersey Iron, Tube & Lead Co., Limited, Toronto, Ont.

Phoenix Bridge & Iron Works, Limited, The, Montreal, Que.

32 ANLINES.

Cowan, John, Co., Limited, Montreal, Que.

33 ANNUNCIATORS.

Forman, John, Montreal, Que.

Norton Telephone Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

Starr, John, Son & Co., Halifax, N.S.

Turner, John, & Son, Toronto, Ont.

34 ANTIMONY.

Canadian Antimony Co., Limited, Lake George, N.B.

Tallman Brass & Metal Co., Hamilton, Ont. (Adv. page 1122.)

35 ANTIPHLOGISTINE.

Denver Chemical Mfg. Co., The, Montreal, Que.

36 ANTITOXINS.

Parke, Davis & Co., Walkerville, Ont.

37 APPLES, Evaporated.

See Fruit, evaporated.

38 APPLE WASTE.

See Pulp, Fruit and Vegetable.

39 APPLIANCES, Air.

Canadian Rand Co., Limited, Montreal, Que.

40 APRONS, Waterproof.

Canadian Rubber Co., Limited, The, Montreal, Que. (Adv. Outside Back Cover.)

Guelph Oiled Clothing Co., Limited, The, Guelph, Ont.

Tower Canadian Oiled Clothing Co., Limited, Toronto, Ont.

41 ARBORES, Saw.

Atkins, E. C., & Co., Hamilton, Ont.

Augustin & Daudelin, St. Hyacinthe, Que.

67 BABBIT METAL.

See Metal Babbitt.

68 BACKING, Picture and Mirror.

Matthews Bros., Limited, Toronto, Ont.

Phillips Mfg. Co., Limited, Toronto, Ont.

Rathbun Co., The, Deseronto, Ont.

Toronto Picture Frame Co., The, Toronto, Ont.

69 BACKS AND BLOCKS, Brush.

Meakins & Sons, Hamilton, Ont.

Rider & Kitchener Co., Limited, The, Lindsay, Ont.

70 BACON.

Collingwood Packing Co., Limited, Collingwood, Ont.

Davies, The Wm., Co., Limited, Toronto, Ont.

Davis & Fraser, Halifax, N.S.

Fearman, F. W., Co., Limited, Hamilton, Ont.

Fowler's Canadian Co., Limited, Hamilton, Ont.

Gallagher-Hull Meat & Packing Co., Limited, The, Edmonton, Alta.

Cowan & Co., of Galt, Limited, Galt, Ont.

Gardiner, Robert, & Son, Limited, Montreal, Que. (Adv. page 896.)

Goldie & McCulloch Co., Limited, The, Galt, Ont.

Jenckes Machine Co., Limited, The, Sherbrooke, Que.

Long, The E., Mfg. Co., Limited, Orillia, Ont.

Matheson, I. & Co., Limited, New Glasgow, N.S.

Robb Engineering Co., Limited, Amherst, N.S. (Adv. page 886.)

St. John Iron Works, Limited, St. John, N.B.

Smart, The James Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)

Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)

Starr Mfg. Co., Limited, The, Dartmouth, N.S.

Turner, John, & Son, Toronto, Ont.

Waterous Engine Works Co., Limited, The, Brantford, Ont. (Adv. page 889.)

42 ARRESTORS, Lightning.

Canadian General Electric Co., Limited, Toronto, Ont. (Adv. page 1077.)

43 ARSENIC, White.

Coniagas Reduction Co., Limited, St. Catharines, Ont.

Deloro Mining & Reduction Co., Limited, Deloro, Ont. (Adv. page 1125.)

44 ART SQUARES, Ingrain, Wool, Union.

Guelph Carpet Mills Co., Limited, The, Guelph, Ont.

Toronto Carpet Mfg. Co., Limited, Toronto, Ont.

45 ASBESTOS.

Bell Asbestos Mines, Thetford Mines, Que.

Canadian Asbestos Co., Montreal, Que.

Canadian H. W. Johns-Manville Co., Limited, Toronto, Ont.

Eureka Mineral Wool and Asbestos Co., Toronto, Ont. (Adv. page 1093.)

46 ASBESTOS CEMENT.

See Cement, Asbestos, Furnace and Plastic.

47 ASPHALTUM.

Canada Paint Co., Limited, The, Montreal, Que. (Adv. page 1103.)

Crescent Oil Co., The, Hamilton, Ont.

48 ATOMIZERS.

Canadian Rubber Co., Limited, The, Montreal, Que. (Adv. Outside Back Cover.)

49 ATOMIZERS, Steam.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

Gunns Limited, Toronto, Ont.

Ingersoll Packing Co., Limited, The, Ingersoll, Ont.

Laing Packing & Provision Co., Limited, The, Montreal, Que.

Matthews, The Geo., Co., Limited, Peterboro, Ont.

O'Mara, Joseph, Palmerston, Ont.

Park, Blackwell Co., Limited, Toronto, Ont.

Western Packing Co., of Canada, Limited, The, Winnipeg, Man.

Whyte Packing Co., Limited, The, Stratford, Ont.

Wight, W., & Co., Toronto, Ont.

Wilson, The B., Co., Limited, Victoria, B.C.

71 BADGES, Embroidered.

Scully, William, Montreal, Que.

72 BADGES, Metal.

Birks, Henry, & Sons, Limited, Montreal, Que.

Caron Bros., Montreal, Que.

Ellis, P. W., Co., Limited, Toronto, Ont. (Adv. page 1121.)

Hamilton Stamp & Stencil Works, Limited, Hamilton, Ont.

50 AUGERS, Millwrights' and Ships.

Gilmore, G., Montreal, Que.

Rapid Tool Co., Limited, The, Peterborough, Ont.

Taylor-Forbes Co., Limited, Guelph, Ont.

51 AUGERS, Post-hole.

Taylor-Forbes Co., Limited, Guelph, Ont.

52 AUTOHARPS.

Barthelmes, A. A., & Co., Limited, Toronto, Ont.

53 AUTOMOBILE BODIES, TOPS AND TRIMMINGS.

Conboy Carriage Co., Limited, The, Toronto, Ont.

Gray, The Wm., & Sons Co., Limited, Chatham, Ont.

Hutchison & Son, Toronto, Ont.

54 AUTOMOBILES.

Boyce Carriage Co., The, Winnipeg, Man.

Canada Cycle & Motor Co., Limited, West Toronto, Ont. (Adv. page 936.)

Ford Motor Co., of Canada, Limited, The, Walkerville, Ont. (Adv. page 904.)

McLaughlin Motor Car Co., Limited, Oshawa, Ont.

Oldsmobile Co., of Canada, Limited, The, Toronto, Ont. (Adv. page 1076.)

Reo Motor Car Co., Limited, St. Catharines, Ont.

55 AUTOMOBILES, Toy.

Gendron Mfg. Co., Limited, The, Toronto, Ont. (Adv. page 1118.)

56 AWNINGS AND TENTS.

Bromley & Hague, Limited, Winnipeg, Man.

Canadian Colored Cotton Mills Co., Limited, The, Montreal, Que. (Adv. page 914.)

Edmonton Tent & Mattress Co., Limited, Edmonton, Alta.

Imperial Cotton Co., Limited, Hamilton, Ont. (Adv. page 917.)

Leckie, John, Limited, Toronto, Ont.

Merchants' Awning Co., Limited, Montreal, Que.

Morrice, The D., Co., Limited, Montreal, Que.

Sonne, Thos., Sr., Montreal, Que.

Turner, Beeton & Co., Limited, Victoria, B.C.

Turner, J. J., & Sons, Peterboro, Ont.

Woods, Limited, Ottawa, Ont.

57 AWNINGS, Metal.

Metal Shingle & Siding Co., Limited, Preston, Ont. (Adv. page 1083.)

Metallic Roofing Co., of Canada, Limited, The, Toronto, Ont. (Adv. pages 1080-1081.)

Hemsley Mfg. Co., The, Montreal, Que.

Lees, Geo. H., & Co., Limited, Hamilton, Ont.

Montreal Stencil Works, Montreal, Que. (Adv. page 934.)

Roden Bros., Toronto, Ont.

Scully, William, Montreal, Que.

Toronto Stamp & Stencil Works, Toronto, Ont.

Zock, J. J., & Co., Limited, Toronto, Ont.

73 BADGES, BANNERS, ETC., Lodge, Society & Church.

Blake, W. E., & Son, Toronto, Ont.

Dominion Regalia Co., Limited, The, Toronto, Ont.

Mortimore & Blackeby, Toronto, Ont.

74 BAGGERS.

American-Abell Engine & Thresher Co., Limited, Toronto, Ont.

Sawyer & Massey Co., Limited, Hamilton, Ont.

White, The Geo., & Sons Co., Limited, London, Ont.

58 AXES.

Bedford Mfg. Co., The, Bedford, Que.

Canada Axe & Harvest Tool Mfg. Co., Limited, St. Paul, Que.

Dundas Axe Works, The, Dundas, Ont.

Fowler, The Josiah, Co., Limited, St. John, N.B.

Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)

Walters, H., & Sons, Hull, Que.

Welland Vale Mfg. Co., Limited, The, St. Catharines, Ont. (Adv. page 1099.)

59 AXLES AND WHEELS, Roller Skate.

Morrow, The John, Screw, Limited, Ingersoll, Ont. (Adv. page 1122.)

60 AXLES, Buggy, Carriage and Wagon.

Ackland, D., & Son, Limited, Winnipeg, Man.

Armstrong, The J. B., Co., Limited, Guelph, Ont.

Dowsley Spring & Axle Co., Limited, The, Chatham, Ont.

Fowler, The Josiah, Co., Limited, St. John, N.B.

Gananogue Spring & Axle Co., Limited, The, Gananogue, Ont.

Guelph Spring & Axle Co., Limited, Guelph, Ont.

Heard, John, & Co., St. Thomas, Ont.

Plessisville, La Fonderie de, Plessisville, Que.

Starr Mfg. Co., Limited, Dartmouth, N.S.

61 AXLES, Car Wheel.

Canada Forge Co., Limited, Welland, Ont. (Adv. page 1129.)

Hamilton Steel & Iron Co., Limited, The, Hamilton, Ont. (Adv. page 1124.)

Hammant Steel Car & Engineering Works, Hamilton, Ont.

Nova Scotia Steel & Coal Co., Limited, New Glasgow, N.S. (Adv. page 1125.)

Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091.)

62 AXLES (Steel), Perambulator, Express Wagon and Go-Cart.

Morrow, The John, Screw, Limited, Ingersoll, Ont. (Adv. page 1122.)

64 AXLES, Vehicle (Ball Bearing.)

Chapman Double Ball Bearing Co., Limited, The, Toronto, Ont. (Adv. page 1085.)

65 AXLE DIES.

See Dies, Axle.

66 AXLE STRAIGHTENERS.

See Straighteners, axle.

75 BAGS, Camping, Dunnage and Sleeping.

Bromley & Hague, Limited, Winnipeg, Man.

Edmonton Tent & Mattress Co., Limited, Edmonton, Alta.

Leckie, John, Limited, Toronto, Ont.

Merchants' Awning Co., Limited, Montreal, Que.

Sonne, Thos., Sr., Montreal, Que.

Turner, Beeton & Co., Limited, Victoria, B.C.

Turner, J. J., & Sons, Peterboro, Ont.

76 BAGS, Cotton and Jute.

Canadian Bag Co., Limited, The, Montreal, Que.

Smart Bag Co., Limited, The, Montreal, Que. (Adv. page 1098.)

77 BAGS, Leather (Ladies).

Flett, Lowndes & Co., Limited, Toronto, Ont.

General Leather Goods, Limited, Toronto, Ont.

Sale, The Julian, Leather Goods Co., Ltd., Toronto, Ont.

Winnett & Wellinger, Limited, Toronto, Ont.

B

- 78 BAGS, Mail, Coal, Ore, Flour and Feed, Etc.**
Canadian Bag Co., Limited, The, Montreal, Que.
Leckie, John, Limited, Toronto, Ont.
Sonne, Thos., Sr., Montreal, Que.
Turner, J. J., & Sons, Peterboro, Ont.
Woods, Limited, Ottawa, Ont.
- 79 BAGS, Paper.**
Buntin, Gillies & Co., Limited, Hamilton, Ont.
Dominion Paper Co., Montreal, Que.
Eddy, The E. B. Co., Limited, Hull, Que. (Adv. page 901.)
Lincoln Paper Mills Co., Limited, The, Merriton, Ont.
Reason, H. T., & Co., London, Ont.
St. Lawrence Paper Bag Co., Quebec, Que.
Wilson, The J. C., & Co., Limited, Montreal, Que.
- 80 BAGS, Rubber.**
Canadian Rubber Co., Limited, The, Montreal, Que. (Adv. Outside Back Cover.)
- 81 BAGS, Travelling.**
Adams Bros., Harness Mfg. Co., Limited, The, Toronto, Ont.
Canada Leather Goods Co., Montreal, Que.
Christie Bros., & Co., Limited, Amherst, N.S.
Eveleigh, J., & Co., Limited, Montreal, Que.
Great West Saddlery Co., Limited, The, Winnipeg, Man.
Kelly's, Limited, Halifax, N.S.
Lamontagne, Limited, Montreal, Que.
Langmuir, The M., Mfg. Co., Limited, Toronto, Ont. (Adv. page 920.)
McBrine, The L., Co., Limited, Berlin, Ont.
McLeod, Hawthorne Co., Limited, Montreal, Que.
Trunk & Leather Goods Co., Toronto, Ont.
- 82 BALCONIES, Wrought Iron.**
Dennis Wire & Iron Works Co., Limited, London, Ont. (Adv. page 1120.)
- 83 BALE TIES, Wire.**
See Ties, Bale, wire.
- 84 BALLS, Billiard and Pool.**
Brunswick-Balke-Collender Co., The, Toronto, Ont.
May, Samuel, & Co., Toronto, Ont.
- 85 BALLS, Rubber.**
Canadian Rubber Co., Limited, The, Montreal, Que. (Adv. Outside Back Cover.)
Dunlop Tire & Rubber Goods Co., Limited, Toronto, Ont. (Adv. page 1145.)
- 86 BALLS, Wood, Bowling Alley, etc.**
May, Samuel, & Co., Toronto, Ont.
Paquet & Godbout, St. Hyacinthe, Que.
- 87 BALUSTERS AND BAN- NISTERS.**
Anglin, S., & Co., Kingston, Ont. (Adv. page 1097.)
Cargill, H., & Son, Cargill, Ont.
Christie Woodworking Co., Limited, The, St. John, N.B.
Cushing Bros. Co., Limited, Calgary, Alta.
Dempster, James, & Co., Halifax, N.S.
Gignac, J. H., Limited, Quebec, Que.
Harrison, John, & Sons Co., Limited, Owen Sound, Ont.
Heaps, E. H., & Co., Vancouver, B.C.
Kerr, J. & J., Co., Limited, Petrolia, Ont.
Lemon, Gonnason, & Co., Victoria, B.C.
Murray & Gregory, Limited, St. John, N.B.
Paquet & Godbout, St. Hyacinthe, Que.
Pauze, The U., & Fils Co., Montreal, Que.
Rathbun Co., The, Deseronto, Ont.
- Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091.)
Rutherford, The Wm., & Sons Co., Montreal, Que. (Adv. page 1116.)
Tait & Co., Toronto, Ont.
- 88 BANDS, Carriage.**
Skinner Co., Limited, The, Gananoque, Ont.
Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)
- 89 BANDS, Rubber.**
Canadian Rubber Co., Limited, The, Montreal, Que. (Adv. Outside Back Cover.)
Dunlop Tire & Rubber Goods Co., Limited, Toronto, Ont. (Adv. page 1145.)
- 90 BANDS, Shingle, Steel.**
McLennan, McFeely & Co., Limited, Vancouver, B.C.
- 91 BANK NOTES (Bills.)**
American Bank Note Co., Ottawa, Ont.
British American Bank Note Co., Limited, Montreal, Que. (Adv. page 929.)
- 92 BARBERS' SUPPLIES**
Jones Bros. & Co., Limited, Toronto, Ont.
Sovereign Perfumes, Limited, Toronto, Ont.
- 93 BARGES, Steel**
Collingwood Shipbuilding Co., Limited, Collingwood, Ont.
Matheson, I., & Co., Limited, New Glasgow, N.S.
Polson Iron Works, Limited, Toronto, Ont. (Adv. page 1128.)
- 94 BARKERS, Pulp-Wood.**
Bertrand, La Compagnie Manufacturiere, F. X., St. Hyacinthe, Que.
Hay, The Peter, Knife Co., Limited, Galt, Ont.
Jenckes Machine Co., Limited, The, Sherbrooke, Que.
Plessisville, La Fonderie de, Plessisville, Que.
Waterous Engine Works Co., Limited, Brantford, Ont. (Adv. page 889.)
- 95 BARLEY, Pot and Pearl**
Brackman-Ker Milling Co., Limited, Victoria, B.C.
Campbell, The John, Co., Limited, St. Thomas, Ont.
Canada Flour Mills Co., Limited, The, Chatham, Ont.
Canada Malting Co., Limited, The, Toronto, Ont.
Canadian Cereal Co., Limited, Toronto, Ont.
Dow Cereal & Milling Co., The, Pilot Mound, Man.
Flavelle Milling Co., Limited, The, Lindsay, Ont.
MacKay, John, Limited, Bowmanville, Ont.
McCann, Knox Milling Co., Limited, Toronto, Ont.
McIntosh, P., & Son, Toronto, Ont.
Thomson, Walter, & Son, Limited, London, Ont.
White Swan Spices & Cereals, Limited, Toronto, Ont.
Wilson, James, & Sons, Fergus, Ont. (Adv. page 1137.)
Woodstock Cereal Co., Limited, The, Woodstock, Ont.
- 96 BARRELS.**
Butcher, F. E., St. Mary's, Ont.
Campbell, The John, Co., Limited, St. Thomas, Ont.
Canada Wood Specialty Co., Limited, The, Orillia, Ont.
Cargill, H., & Son, Cargill, Ont.
Kennedy & Davis Milling Co., Limited, The, Lindsay, Ont.
London & Petrolia Barrel Co., The, London, Ont.
Pincombe, R. M., Strathroy, Ont.
Starke Cooperage Co., The, Montreal, Que.
- 97 BARRELS, Foundry, Tumb- ling.**
Hamilton Facing Mill Co., Limited, Hamilton, Ont. (Adv. page 1107.)
- Morrow, The John, Screw, Limited, Ingersoll, Ont. (Adv. page 1122.)
Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)
- 98 BARS, Angle.**
Algoma Steel Co., Limited, The, Sault Ste. Marie, Ont. (Adv. page 1117.)
Hamilton Bridge Works Co., Limited, The, Hamilton, Ont. (Adv. page 883.)
Nova Scotia Steel & Coal Co., Limited, New Glasgow, N.S. (Adv. page 1125.)
Page-Hersey Iron, Tube & Lead Co., Limited, Toronto, Ont.
- 99 BARS, Boiler Grate.**
Belanger, A., Montmagny, Que.
Calgary Iron Works, Limited, Calgary, Alta.
Canada Foundry Co., Limited, Toronto, Ont.
Corbet Foundry & Machine Co., Owen Sound, Ont.
Goldie & McCulloch Co., Limited, The, Galt, Ont. (Adv. page 885.)
Hamilton, Wm., Co., Limited, Peterborough, Ont.
Jenckes Machine Co., Limited, The, Sherbrooke, Que.
Matheson, I., & Co., Limited, New Glasgow, N.S.
Plessisville, La Fonderie de, Plessisville, Que.
Waterous Engine Works Co., Limited, Brantford, Ont. (Adv. page 889.)
- 100 BARS, Crow, Claw and Tamping.**
Bailey-Underwood Co., Limited, New Glasgow, N.S.
Cumming, J. W., & Son, New Glasgow, N.S.
Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)
- 101 BARS, Grate (Shaking).**
Baird, H. C., Son & Co., Limited, Park Hill, Ont.
Butterworth Foundry, Limited, Ottawa, Ont.
Calgary Iron Works, Limited, Calgary, Alta.
Leonard, E., & Sons, London, Ont. (Adv. page 888.)
Matheson, I., & Co., Limited, New Glasgow, N.S.
Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)
Waterous Engine Works Co., Limited, Brantford, Ont. (Adv. page 889.)
- 102 BARS, Wrought Iron.**
Hamilton Steel & Iron Co., Limited, The, Hamilton, Ont. (Adv. page 1124.)
- 103 BARS AND BENCHES, Wagon, etc.**
Ackland, D., & Son, Limited, Winnipeg, Man.
- 104 BASES, Boiler.**
Hamilton, Wm. Co., Limited, Peterborough, Ont.
Jenckes Machine Co., Limited, The, Sherbrooke, Que.
Matheson, I., & Co., Limited, New Glasgow, N.S.
Waterous Engine Works Co., Limited, Brantford, Ont. (Adv. page 889.)
- 105 BASKETS.**
Glover, W. T., Mfg. Co., Limited, Freeman, Ont.
Holland, The G. A., & Son Co., Montreal, Que.
Keenan Woodenware Mfg. Co., Limited, Owen Sound, Ont.
Oakville Basket Co., The, Oakville, Ont.
Ontario Fruit Package Co., Limited, Ingersoll, Ont.
Thomas Bros., Limited, St. Thomas, Ont.
Woods, Walter, & Co., Hamilton, Ont.
- 106 BASKETS, Ambulance, Reed and Rattan.**
Imperial Rattan Co., Limited, Walkerville, Ont. (Adv. page 1116.)
- 107 BASKETS, Bottle.**
Freyseng Cork Co., Limited, Toronto, Ont.
- 108 BASKETS, Wire.**
Greening, The B., Wire Co., Limited, Hamilton, Ont. (Adv. page 1096.)
- 109 BATHS, Enameled, Gal- vanized and Japanned.**
Amherst Foundry Co., Limited, Amherst, N.S.
Davidson, The Thos., Mfg. Co., Limited, Montreal, Que. (Adv. page 1130.)
Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)
Robertson, The James, Co., Limited, Montreal, Que.
Standard Ideal Co., Limited, The, Port Hope, Ont.
- 110 BATH TUBS.**
See Tubs, Bath.
- 111 BATHING SUITS.**
Canadian Underskirt Co., Limited, Toronto, Ont.
- 112 BATTERIES, Electric.**
Canadian General Electric Co., Limited, Toronto, Ont. (Adv. page 1077.)
Dominion Electrical Works, Limited, Halifax, N.S.
Electrical Specialties, Limited, Toronto, Ont. (Adv. page 1134.)
Forman, John, Montreal, Que.
Starr, John, Son & Co., Limited, Halifax, N.S.
- 113 BATTERIES, Medical.**
Canadian General Electric Co., Limited, Toronto, Ont. (Adv. page 1077.)
- 114 BATTERIES, Storage, for Vehicles.**
Canadian General Electric Co., Limited, Toronto, Ont. (Adv. page 1077.)
Croftan Storage Battery Co., Limited, Toronto, Ont.
- 115 BATTING, Wool and Cot- ton.**
Bauer, A., & Co., Waterloo, Ont.
Dominion Wadding Co., The, Montreal, Que.
- 116 BEACONS.**
International Marine Signal Co., Limited, Ottawa, Ont.
- 117 BEAMS, Bridge, Culvert and Structural.**
Canada Foundry Co., Limited, Toronto, Ont.
Canadian Bridge Co., Limited, The, Walkerville, Ont. (Adv. page 1106.)
Dominion Bridge Co., Limited, Montreal, Que. (Adv. page 1106.)
Hamilton Bridge Works Co., Limited, The, Hamilton, Ont. (Adv. page 883.)
Phoenix Bridge & Iron Works, Limited, The, Montreal, Que.
- 118 BEARINGS, Ball.**
Chapman Double Ball Bearing Co., Limited, Toronto, Ont. (Adv. page 1085.)
Morrow, The John, Screw, Limited, Ingersoll, Ont. (Adv. page 1122.)
- 119 BEARINGS, Roller.**
Morrow, The John, Screw, Limited, Ingersoll, Ont. (Adv. page 1122.)
- 120 BEARINGS, Self-oiling.**
Chapman Double Ball Bearing Co., Limited, Toronto, Ont. (Adv. page 1085.)
Jenckes Machine Co., Limited, The, Sherbrooke, Que.
Matheson, I., & Co., Limited, New Glasgow, N.S.
Waterous Engine Works Co., Limited, Brantford, Ont. (Adv. page 889.)

121 BEARINGS, Shaft.

Augustin & Daudelin, St. Hyacinthe, Que.
 Calgary Iron Works, Limited, Calgary, Alta.
 Chapman Double Ball Bearing Co., Limited, Toronto, Ont. (Adv. page 1085.)
 Jenckes Machine Co., Limited, The, Sherbrooke, Que.
 Letson & Burpee, Limited, Vancouver, B.C.
 Matheson, I., & Co., Limited, New Glasgow, N.S.
 Plessisville, La Fonderie de, Plessisville, Que.
 Watrous Engine Works Co., Limited, Brantford, Ont. (Adv. page 889.)

122 BEARINGS, Side, Railway Car.

Dominion Car & Foundry Co., Limited, Montreal, Que. (Adv. page 887.)
 Hammant Steel Car & Engineering Works, Hamilton, Ont.

123 BEATERS, Carpet.

Wright, E. T., & Co., Hamilton, Ont.

124 BEDDING.

Alaska Feather & Down Co., Limited, The, Montreal, Que. (Adv. page 905.)
 Canadian Feather & Mattress Co., Limited, The, Toronto, Ont.
 Harvey Quilting Co., Limited, Toronto, Ont.
 Munro Wire Works, Limited, New Glasgow, N.S.
 Rideau Mfg. Co., The, Ottawa, Ont.
 Standard Bedding Co., The, Toronto, Ont.
 Whitworth & Restall, Toronto, Ont.

125 BEDROOM SUITES.

See Furniture, Bedroom.

126 BEDS and PINS, Bowling Alley.

Brunswick-Balke-Collender Co., The, Toronto, Ont.
 May, Samuel, & Co., Toronto, Ont.
 Paquet & Godbout, St. Hyacinthe, Que.

127 BEDS, Camp.

Otterville Mfg. Co., Limited, Otterville, Ont.
 Turner, J. J., & Sons, Peterboro, Ont.

128 BEDS, Spring.

Gale, Geo., & Sons, Waterville, Que. (Adv. page 904.)
 Gold Medal Furniture Mfg. Co., Limited, Toronto, Ont.
 Ives Modern Bedstead Co., Limited, Cornwall, Ont.
 Munro Wire Works, Limited, New Glasgow, N.S.
 St. Lawrence Furniture Co., The, Fraserville, Que.
 Wilder, H. A., & Co., Montreal, Que.

129 BEDSTEADS, Iron and Brass.

Anchor Brass & Iron Bedstead Co., Toronto, Ont.
 Gale, Geo., & Sons, Waterville, Que. (Adv. Page 904.)
 Garner Mfg. Co., Limited, Chesley, Ont.
 Munro Wire Works, Limited, New Glasgow, N.S.
 Quality Beds, Limited, Welland, Ont. (Adv. page 905.)
 Shurly & Dietrich, Galt, Ont.
 Toronto Bedding Co., Limited, The, Toronto, Ont.

130 BEE-KEEPERS' SUPPLIES.

Ham & Nott Co., Limited, Brantford, Ont.

131 BEER, Ginger.

See Ale, Ginger.

132 BEER, Lager.

Beauport, La Cie Brasserie du, Quebec, Que.
 Berlin Lion Brewery, Limited, Berlin, Ont.

Blackwoods, Limited, The, Winnipeg, Man.
 British-American Brewing Co., Limited, Windsor, Ont.
 Canadian Breweries, Limited, Montreal, Que.
 Calgary Brewing & Malting Co., Limited, Calgary, Alta.
 Carling Brewing & Malting Co., London, Ont.
 Dominion Brewery Co., Limited, The, Toronto, Ont.
 Drewry, Edward L., Winnipeg, Man.
 Edmonton Brewing & Malting Co., Limited, The, Edmonton, Alta.
 Hamilton Brewing Association, Limited, Hamilton, Ont.
 Holliday Brothers, Guelph, Ont.
 Labatt, John, London, Ont.
 McDonagh & Shea, Winnipeg, Man.

Nelson Brewing Co., Limited, Nelson, B.C.
 O'Keefe Brewery Co., Limited, The, Toronto, Ont.
 Simeon Jones, Limited, St. John, N.B.
 Sleeman & Sons, Limited, Guelph, Ont.
 Ready, James, Limited, St. John, N.B.
 Reinhardt, Salvador Brewery, Limited, The, Toronto, Ont.
 Soo Falls Brewing Co., Sault Ste. Marie, Ont.
 Vancouver Breweries, Limited, Vancouver, B.C.
 Victoria Phoenix Brewing Co., Victoria, B.C.
 Walkerville Brewing Co., Limited, The, Walkerville, Ont.
 Westminster Brewery, New Westminster, B.C.

133 BELLS, Door.

Belleville Hardware Co., Limited, The, Belleville, Ont.
 Berlin & Racycle Mfg. Co., Limited, The, Berlin, Ont.
 Garth Co., The, Montreal, Que.
 Gurney-Tilden Co., Limited, The, Hamilton, Ont. (Adv. page 912.)
 Peterborough Lock Mfg. Co., Limited, The, Peterborough, Ont.
 Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)

134 BELLS, Electric.

Canadian General Electric Co., Limited, Toronto, Ont. (Adv. page 1077.)
 Forman, John, Montreal, Que.
 Garth Co., The, Montreal, Que.

135 BELLS, Ship and Fire Reel.

Clark, C. O. & Bro., St. Paul, Que.
 Garth Co., The, Montreal, Que.
 McAvity, T., & Sons, Limited, St. John, N.B.
 Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
 Piper, The Hiram L., Co., Limited, Montreal, Que.
 Wilson & Cousins, Toronto, Ont.

136 BELLS, Sleigh.

Clark, C. O. & Bro., St. Paul, Que.
 Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

137 BELTING, Chain.

Jeffrey Mfg. Co., The, Montreal, Que. (Adv. page 1100.)
 Perrin, Wm. R., & Co., Limited, Toronto, Ont. (Adv. page 896.)

138 BELTING, Stitched Cotton Duck.

Dominion Belting Co., Limited, Hamilton, Ont. (Adv. page 921.)

139 BELTING, Leather.

Beardmore & Co., Toronto, Ont. (Adv. page 1148.)
 Goodhue, J. L., & Co., Danville, Que. (Adv. page 919.)
 Hamilton Engine Packing Co., Hamilton, Ont.
 McArthur, J. D., & Co., Brockville, Ont.

McLaren, D. K., Limited, Montreal, Que. (Adv. page 919.)
 McLaren, The J. C., Belting Co., Montreal, Que. (Adv. page 919.)
 Sadler & Haworth, Montreal, Que. (Adv. page 1137.)

140 BELTING, Rubber.

Canadian Rubber Co., Limited, Montreal, Que. (Adv. Outside Back Cover.)
 Dunlop Tire & Rubber Goods Co., Limited, Toronto, Ont. (Adv. page 1145.)
 Durham Rubber Co., Limited, Bowmanville, Ont. (Adv. page 1094.)
 Gutta Percha & Rubber Mfg. Co., of Toronto, Limited, Toronto, Ont. (Adv. Inside Back Cover.)

141 BELTS, Leather, Ladies' and Men's.

Canada Leather Goods Co., Montreal, Que.
 Edwards, J. E., & Sons, Bracondale, Ont.
 Fairbairn, R. D., Co., Limited, Toronto, Ont.
 Flett, Lowndes & Co., Limited, Toronto, Ont.
 General Leather Goods, Limited, Toronto, Ont.
 Hall, The James, Co., Brockville, Ont.
 Kelly's, Limited, Halifax, N.S.
 Lamontagne, Limited, Montreal, Que.
 Reid, The A. T., Co., Limited, Toronto, Ont.
 Sale, The Julian, Leather Goods Co., Limited, Toronto, Ont.
 Stewart, Howe & Meek Co., Limited, The, Toronto, Ont.
 Western Leather Goods Co., Limited, The, Toronto, Ont.
 Winnett & Wellinger, Limited, Toronto, Ont.

142 BELTS, Silk.

Canada Label & Webbing Co., Limited, Toronto, Ont.
 Colonial Weaving Co., Limited, The, Peterborough, Ont.
 Fairbairn, R. D., Co., Limited, Toronto, Ont.
 Flett, Lowndes & Co., Limited, Toronto, Ont.
 Ladies' Wear, Limited, Toronto, Ont.
 Peters, J. Henry, Co., Toronto, Ont.
 Reid, The A. T., Co., Limited, Toronto, Ont.
 Rea, A. E., & Co., Limited, Toronto, Ont.
 Stewart, Howe & Meek Co., Limited, The, Toronto, Ont.

143 BENCHES, Manual Training.

Hendry, The Geo. M., Co., Limited, Toronto, Ont.

144 BENCHES, Wagon.

See Bars and Benches, Wagon.

145 BENCHES AND CHAIRS, Piano and Organ.

Thomas Organ & Piano Co., Woodstock, Ont.

146 BENDERS, Rail.

Holcen Co., Limited, The, Montreal, Que.
 Jenckes Machine Co., Limited, The, Sherbrooke, Que.
 Montreal Steel Works, Limited, Montreal, Que. (Adv. page 884.)

147 BENDERS, Tire.

Canadian Buffalo Forge Co., Limited, Montreal, Que.
 Jardine, A. B., & Co., Hespeler, Ont.
 London Foundry Co., Limited, The, London, Ont.
 Plessisville, La Fonderie de, Plessisville, Que.
 Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)

148 BENT GOODS.

Ackland, D., & Son, Limited, Winnipeg, Man.
 Canada Wheel Works, Limited, The, Merrilton, Ont. (Adv. page 1079.)

Chatham Bent Goods Co., Limited, The, Chatham, Ont.
 Crown Lumber Co., Limited, The, Woodstock, Ont.
 Finlay, J., & Sons Co., Norwood, Ont.
 Heard, John, & Co., St. Thomas, Ont.
 Hore, F. W., & Son, Limited, Hamilton, Ont.
 Louhead Bros., Limited, Sarnia, Ont.
 McVean, O. & W., Dresden, Ont.
 Scott, R., & Son, Limited, Galt, Ont.
 West Lorne Wagon Co., Limited, West Lorne, Ont.
 Windsor Turned Goods Co., Limited, Windsor, N.S.

149 BENZINE.

British-American Oil Co., Limited, The, Toronto, Ont.
 Canadian Oil Companies, Limited, Toronto, Ont.
 Imperial Oil Co., Limited, The, Montreal, Que.
 Queen City Oil Co., Limited, The, Toronto, Ont. (Adv. page 1134.)

150 BIBS, Infants'.

Montreal Quilting Co., Limited, The, Montreal, Que.

151 BIBS, Lever, Compression.

Garth Co., The, Montreal, Que.
 McAvity, T., & Sons, Limited, St. John, N.B.
 Mitchell, The Robert, Co., Limited, Montreal, Que.

152 BICYCLES.

Berlin & Racycle Mfg. Co., Limited, The, Berlin, Ont.
 Canada Cycle & Motor Co., Limited, West Toronto, Ont. (Adv. page 936.)
 Lochrie, James, Toronto, Ont.

153 BILLETS, BLOOMS AND SLABS.

Algoma Steel Co., Limited, The, Sault Ste. Marie, Ont. (Adv. page 1127.)
 Dominion Iron & Steel Co., Limited, Sydney, N.S.
 Hamilton Steel & Iron Co., Limited, Hamilton, Ont. (Adv. page 1124.)
 Nova Scotia Steel & Coal Co., Limited, New Glasgow, N.S. (Adv. page 1125.)
 Page-Hersey Iron, Tube & Lead Co., Toronto, Ont.

154 BILLIARD AND POOL TABLES.

See Tables, Billiard and Pool.

155 BINDERS, Harvesting.

Frost & Wood Co., Limited, The, Smith's Falls, Ont.
 Hamilton, The Peter, Co., Limited, Peterboro', Ont.
 International Harvester Co., of Canada, Limited, Hamilton, Ont. (Adv. page 895.)
 Massey-Harris Co., Limited, Toronto, Ont. (Adv. page 893.)
 Maxwell, David, & Sons, St. Mary's, Ont.
 Noxon Co., Limited, The, Ingersoll, Ont.
 Sylvester Mfg. Co., Limited, The, Lindsay, Ont.

156 BINDER TWINE.

See Twine, Binder.

157 BINDERS, Loose Leaf.

See Systems, Loose Leaf.

158 BINDINGS, Skirt and Coat.

Cascade Narrow Fabric Co., Coaticook, Que.
 Peters, J. Henry, Co., Toronto, Ont.
 Rea, A. E., & Co., Limited, Toronto, Ont.

159 BINNACLES.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

160 BISCUITS.

Abbot, Grant & Co., Limited, Brockville, Ont.
 Bean & Westlake, Woodstock, Ont.

Christie, Brown & Co., Limited, Toronto, Ont.
 Crothers, The W. J. Co., Limited, Kingston, Ont.
 Doerr, C. H., & Co., Berlin, Ont.
 Dominion Biscuit Co., Limited, Vancouver, B.C.
 Foley Bros., Larson & Co., Winnipeg, Man.
 Gagnon, J. A., & Freres, Quebec, Que.
 Hamilton, G. J., & Sons, Pictou, N.S.
 Hethrington, T., Quebec, Que.
 Lang Mfg. Co., The, Montreal, Que.
 Lynch Bros., Dolan Co., Limited, Sydney, N.S.
 McCormick Mfg. Co., Limited, The, London, Ont.
 McLaughlan & Sons Co., Limited, Owen Sound, Ont.
 Meyer, The A. Co., Limited, St. Catharines, Ont.
 Moirs, Limited, Halifax, N.S.
 Montreal Biscuit Co., The, Montreal, Que.
 Mooney Biscuit & Candy Co., Limited, The, Stratford, Ont.
 Paulin Chambers Co., Limited, The, Winnipeg, Man.
 Perrin, D. S., & Co., Limited, London, Ont.
 Regal Biscuit Co., Limited, The, Calgary, Alta.
 Smith, M. R., & Co., Limited, Victoria, B.C.
 Telfer Bros., Limited, Collingwood, Ont.
 Viau & Frere, Montreal, Que.
 Woodward, G. H., & Co., Can-
 ington, Ont.

161 BISCUITS AND TRIS- CUITS, Whole Wheat, Shredded.

Canadian Shredded Wheat Co.,
 Limited, Niagara Falls, Ont.

162 BITS, Auger, Solid Stem and Machine.

Gilmore, G., Montreal, Que.
 Rapid Tool Co., Limited, The,
 Peterborough, Ont.

163 BLACKBOARDS.

Hendry, The Geo. M., Co., Lim-
 ited, Toronto, Ont.

164 BLACKING, Shoe.

See Dressing, Shoe.

165 BLADES, Shear.

Canada Forge Co., Limited, Wel-
 land, Ont. (Adv. page 1129.)

166 BLANKETS.

Bates & Innes, Carleton Place, Ont.
 Bird Woollen Mill Co., Limited,
 The, Bracebridge, Ont.
 Brook Woollen Co., Limited, The,
 Simcoe, Ont.
 Brown & Wigle Co., of Kings-
 ville, Limited, Kingsville, Ont.
 Cornwall & York Cotton Mills
 Co., Limited, St. John, N.B.
 Carss Mackinaw Clothing Co.,
 Limited, Orillia, Ont. (Adv.
 page 914.)
 Dontigny, Philip, Arnprior, Ont.
 Glen Woollen Mills, Limited,
 Glen Williams, Ont.
 Hewson Woollen Mills, Limited,
 Amherst, N.S.
 Horn Bros. Woollen Co., Lim-
 ited, Lindsay, Ont.
 Magog Woollen Mills, Limited,
 Sherbrooke, Que.
 Montreal Woollen Mill Co., The,
 Montreal, Que.
 Ontario Yarn Co., Limited, The,
 Markham, Ont.
 Oxford Mfg. Co., Limited, Ox-
 ford, N.S.
 Penmans, Limited, Paris, Ont.
 (Adv. page 918.)
 Slingsby Mfg. Co., Limited, The,
 Brantford, Ont.
 Waterhouse, Thomas, & Co.,
 Limited, Ingersoll, Ont.
 Woods, Limited, Ottawa, Ont.
 Wylie, Jas. H., Limited, Almonte,
 Ont.

167 BLANKETS, Army and Rubber.

Canadian Rubber Co., Limited,
 Montreal, Que. (Adv. Outside
 Back Cover.)
 Dunlop Tire & Rubber Goods Co.,
 Limited, Toronto, Ont. (Adv.
 page 1145.)

Guelph Oiled Clothing Co., Lim-
 ited, The, Guelph, Ont.
 Tower Canadian Oiled Clothing
 Co., Limited, Toronto, Ont.

168 BLANKETS, Cotton.

Canadian Colored Cotton Mills
 Co., Limited, The, Montreal,
 Que. (Adv. page 914.)
 Dominion Textile Co., Limited,
 Montreal, Que.
 Morrice, The D., Co., Limited,
 Montreal, Que.

169 BLANKETS, Horse.

Ackerman, B. F., Son & Co.,
 Peterboro, Ont.
 Adams Bros. Harness Mfg. Co.,
 Limited, Toronto, Ont.
 Brook Woollen Co., Limited, The,
 Simcoe, Ont.
 Gananoque Harness Works, Gan-
 anoque, Ont.
 Glen Woollen Mills, Limited, Glen
 Williams, Ont.
 Great West Saddlery Co., Lim-
 ited, Winnipeg, Man.
 Heney, E. N., Co., Limited, Mont-
 real, Que.
 Lamontagne, Limited, Montreal,
 Que.
 Magog Woollen Mills, Limited,
 Sherbrooke, Que.
 Sabiston, R. A., Co., Limited, To-
 ronto, Ont.
 Slingsby Mfg. Co., Limited, The,
 Brantford, Ont.
 Turner, Beeton & Co., Limited,
 Victoria, B.C.
 Turner, J. J., & Sons, Peterboro,
 Ont.

170 BLANKET LININGS.

See Linings, Blanket.

171 BLASTING SUPPLIES.

See Dynamite.

172 BLEACHERS & DYERS.

Canadian Bleaching & Dyeing Co.,
 The, St. Henri, Que.
 Canadian Dyers' Association, Lim-
 ited, Toronto, Ont.
 Montreal Cotton Co., The, Val-
 leyfield, Que.

173 BLINDS, Window (Rol- ler.)

Daly & Morin, Montreal, Que.
 Hees, Geo. H., Son & Co., Lim-
 ited, Toronto, Ont.
 Martel Stewart Co., Limited, The,
 Montreal, Que.

174 BLINDS, Window (Wood).

Anglin, S., & Co., Kingston, Ont.
 (Adv. page 1097.)
 Aitchison, D., & Co., Hamilton,
 Ont.
 Batts, Limited, West Toronto,
 Ont.
 Brennan, The M., & Sons Mfg.
 Co., Hamilton, Ont.
 B. C. Mills, Timber & Trading
 Co., Vancouver, B.C.
 Brockville Lumber Co., Limited,
 The, Brockville, Ont.
 Cargill, H., & Sons, Cargill, Ont.
 Cushing Bros. Co., Limited, Cal-
 gary, Alta.
 Davidson, James, Ottawa, Ont.
 Dempster, James, & Co., Halifax,
 N.S.
 Gignac, Beland & Cie, Quebec,
 Que.
 Gignac, J. H., Limited, Quebec,
 Que.
 Hanbury Mfg. Co., Limited, Bran-
 don, Man.
 Harrison, John, & Sons Co., Lim-
 ited, Owen Sound, Ont.
 Itzweire & Sarrasin, Montreal,
 Que.
 Kerr, J. & J., Co., Limited,
 Petrolia, Ont.
 Lemon, Gonnason & Co., Victoria,
 B.C.
 Murray & Gregory, Limited, St.
 John, N.B.
 Nesbitt, E. T., Quebec, Que.
 Patterson-Tilley Co., The, Hamil-
 ton, Ont.
 Pauze, The U., & Fils Co., Mont-
 real, Que.
 Pearce Co., Limited, The, Mar-
 mora, Ont.
 Rathbun Co., The, Deseronto, Ont.
 Rhodes, Curry & Co., Limited,
 Amherst, N.S. (Adv. page
 1091.)
 Rutherford, The Wm., & Sons Co.,
 Montreal, Que. (Adv. page
 1116.)

Schultz Bros. Co., Limited, The,
 Brantford, Ont.
 Tremblay, F., & Cie., Montreal,
 Que.
 Walton, Geo., & Co., Belleville,
 Ont.

175 BLOCKS, Brush.

See Backs and Blocks, brush.

176 BLOCKS, Building, Hollow.

Bechtels, Limited, Waterloo, Ont.
 Dominion Concrete Co., Lim-
 ited., Kemptville, Ont.
 Standard Drain Pipe Co., of St.
 Johns, Que., Limited, The, St.
 Johns, Que. (Adv. page 1133.)

177 BLOCKS, Butchers'.

Harrison, John, & Sons, Co., Lim-
 ited, Owen Sound, Ont.

178 BLOCKS, Paving, Cedar.

Harrison, John, & Sons, Co., Lim-
 ited, Owen Sound, Ont.

179 BLOCKS, Paving, Creoso- ted.

Dominion Carbolineum Works,
 Limited, Vancouver, B.C. (Adv.
 page 922.)
 General Contracting Co., Limited,
 Toronto, Ont.

180 BLOCKS, Paving, Granite.

Brodie, James, & Son, Iberville,
 Jct., Que.
 Laurentian Granite Co., Limited,
 Montreal, Que.
 Norton, S. B., Stanstead Junction,
 Que.
 Stanstead Granite Quarries Co.,
 Limited, Beebe, Que.

181 BLOCKS, Pillow.

Dodge Mfg. Co., of Toronto, Lim-
 ited, Toronto, Ont. (Adv. page
 903.)

Jeffrey Mfg. Co., The, Montreal,
 Que. (Adv. page 1100.)

Jenckes Machine Co., Limited,
 The, Sherbrooke, Que.

Long, The E., Mfg. Co., Limited,
 Orillia, Ont.

Matheson, I., & Co., Limited, New
 Glasgow, N.S.

182 BLOCKS, Saw Mill, Head.

Hamilton, Wm. Co., Limited,
 Peterborough, Ont.
 Long, The E., Mfg. Co., Limited,
 Orillia, Ont.

Sawyer & Massey Co., Limited,
 Hamilton, Ont.

Waterous Engine Works Co., Lim-
 ited, Brantford, Ont. (Adv.
 page 889.)

183 BLOUSES AND SHIRT WAISTS.

Allen Mfg. Co., Limited, Toronto,
 Ont.
 Caldwell Pure Wool Clothing Co.,
 Ottawa, Ont.
 Canadian Convertors Co., Lim-
 ited, Montreal, Que.
 Crescent Mfg. Co., Limited, Mont-
 real, Que.
 Dupuis Freres, Limited, Montreal,
 Que.
 Eaton, The T., Co., Limited, To-
 ronto, Ont.
 Eclipse Whitewear Co., Limited,
 The, Toronto, Ont.
 Fairbairn, R. D., Co., Limited,
 Toronto, Ont.
 Gale Mfg. Co., Toronto, Ont.
 Helena Costume Co., Limited,
 London, Ont.
 Ideal Women's Wear, Limited,
 Toronto, Ont.
 Keens Mfg. Co., Toronto, Ont.
 Ladies' Wear, Limited, Toronto,
 Ont.
 McElroy Mfg. Co., Limited, The,
 Toronto, Ont.
 Minerva Mfg. Co., Limited, The,
 Toronto, Ont.
 Novi-Modi Costume Co., Limited,
 Toronto, Ont.
 Rea, A. E., & Co., Limited, To-
 ronto, Ont.
 Rideau Mfg. Co., The, Ottawa,
 Ont.
 Star Whitewear Mfg. Co., The,
 Berlin, Ont.
 Telford & O'Rourke Garment Co.,
 Rock Island, Que.

184 BLOWERS, Blacksmiths'.

Canadian Buffalo Forge Co., Lim-
 ited, Montreal, Que.
 London Foundry Co., Limited,
 London, Ont.

185 BLOWERS, Grain & Straw
 See Machines, Threshing.

186 BLOWERS, Pressure.

Canadian Buffalo Forge Co., Lim-
 ited, Montreal, Que.
 London Foundry Co., Limited,
 The, London, Ont.
 Sheldons, Limited, Galt, Ont.
 (Adv. page 1101.)

187 BLOWERS, Rotary.

Canadian Buffalo Forge Co., Lim-
 ited, Montreal, Que.

188 BLUE, Laundry.

Pendray, W. J., Victoria, B.C.
 Pugsley, Dingman & Co., Limited,
 Toronto, Ont.
 Sultana Mfg. Co., Montreal, Que.
 Tellier, Rothwell & Co., Montreal,
 Que.

189 BLUESTONE.

Consolidated Mining & Smelting
 Co., of Canada, Limited, Trail,
 B.C. (Adv. page 1126.)

190 BOARD, Bristol, Photo Mount and Box.

Canada Coating Mills, Limited,
 Georgetown, Ont.
 Consolidated Lithographing &
 Mfg. Co., Limited, Montreal,
 Que.
 Eddy, The E. B., Co., Limited,
 Hull, Que. (Adv. page 901.)
 Ritchie & Ramsay, Limited, To-
 ronto, Ont. (Adv. page 931.)

191 BOARD, Friction and Leather.

Blouin, F., Quebec, Que.
 Richard & Co., Quebec, Que.
 Rochette, C., Quebec, Que.
 Walker, J. R., & Co., Montreal,
 Que. (Adv. page 926.)

192 BOARDS, Ironing.

Clemens, The H. A., Co., Limited,
 Guelph, Ont.
 Kennedy & Davis Milling Co.,
 Limited, The, Lindsay, Ont.
 Otterville Mfg. Co., Limited, Ot-
 terville, Ont.
 Taylor, Scott & Co., Toronto,
 Ont.
 Thomas Bros., Limited, St. Thom-
 as, Ont.

193 BOARDS, Pastry.

Kennedy & Davis Milling Co.,
 Limited, The, Lindsay, Ont.
 Schultz Bros. Co., Limited, The,
 Brantford, Ont.
 Sutherland, Innes Co., Limited,
 The, Chatham, Ont. (Adv.
 page 1114.)
 Taylor, Scott & Co., Toronto,
 Ont.
 Thomas Bros., Limited, St.
 Thomas, Ont.

194 BOARDS, Straw.

See Strawboards.

195 BOARDS, Wood Pulp.

See Wood Pulp Boards.

196 BOAS, Lambskin.

Howe, Arthur T., Toronto, Ont.

197 BOATS, Sail, Row, etc.

Canadian Canoe Co., Limited,
 The, Peterborough, Ont.
 Dean, Walter, Toronto, Ont.
 Ditchburn, The H., Boat Mfg. Co.,
 Limited, Gravenhurst, Ont.
 Gidley, H. E., & Co., Penetan-
 guishene, Ont.
 Peterboro Canoe Co., Limited,
 The, Peterboro, Ont.
 Schultz Bros. Co., Limited, The,
 Brantford, Ont.
 Vancouver Ship Yard, Limited,
 The, Vancouver, B.C.

198 BOATS, Steamers and Yachts.

Aitchison & Co., Cornwall, Ont.
 British Columbia Marine Rail-
 ways Co., Limited, Victoria,
 B.C.
 Collingwood Shipbuilding Co.,
 Limited, Collingwood, Ont.
 Doty Engine Works Co., Limited,
 The, Goderich, Ont.
 Fleming, James, St. John, N.B.
 Gidley, H. E., & Co., Penetan-
 guishene, Ont.

Matheson, I., & Co., Limited,
New Glasgow, N.S.
New Burrell-Johnson Iron Co.,
Limited, The, Yarmouth, N.S.
Peterboro Canoe Co., Limited,
The, Peterboro, Ont.
Polson Iron Works Limited, To-
ronto, Ont. (Adv. page 1128.)
Rathbun Co., The, Deseronto,
Ont.
Vancouver Ship Yard, Limited,
The, Vancouver, B.C.
Weir, J. & R., Montreal, Que.
White, W. C., Boiler Works,
Montreal, Que.

199 **BOBBINS, Wood.**
Canada Spool & Bobbin Co., Lim-
ited, Walkerton, Ont.
Lachute Shuttle Co., Limited,
The, Lachute Mills, Que.

200 **BODIES, Buggy, Carriage.**
etc.
See Carriage Bodies in the White.

201 **BOILER COMPOUNDS.**
See Compounds, Boiler.

202 **BOILERS, Copper Range.**
Booth Copper Co., Limited, The,
Toronto, Ont.
Coulter, Wm., & Sons, Toronto,
Ont. (Adv. page 1132.)
Gurney Foundry Co., Limited,
The, Toronto, Ont.
Gurney, Tilden Co., Limited, The,
Hamilton, Ont. (Adv. page
912.)
McClary Mfg. Co., The, London,
Ont. (Adv. page 913.)

203 **BOILERS, Cornish.**
Albion Iron Works Co., Limited,
Vancouver, B.C.
Berg Machinery Mfg. Co., Lim-
ited, Toronto, Ont.
Canada Foundry Co., Limited,
Toronto, Ont.
Goldie & McCulloch Co., Limited,
The, Galt, Ont. (Adv. page
885.)
Hall Engineering Works, The,
Montreal, Que.
Jenckes Machine Co., Limited,
The, Sherbrooke, Que.
McDougall, The John, Caledo-
nian Iron Works Co., Lim-
ited, Montreal, Que. (Adv. page
1136.)
Matheson, I., & Co., Limited,
New Glasgow, N.S.
Robb Engineering Co., Limited,
Amherst, N.S. (Adv. page
886.)
Waterous Engine Works Co.,
Limited, Brantford, Ont. (Adv.
page 889.)

204 **BOILERS, Farmers' Feed.**
Albion Iron Works Co., Limited,
Vancouver, B.C.
Belanger, A., Montmagny, Que.
Berg Machinery Mfg. Co., Lim-
ited, Toronto, Ont.

205 **BOILERS, Locomotive.**
Albion Iron Works Co., Limited,
Vancouver, B.C.
Berg Machinery Mfg. Co., Lim-
ited, Toronto, Ont.
Bertrand, La Compagnie, Manu-
facturiere, F. X., St. Hyacin-
the, Que.
Canada Foundry Co., Limited,
Toronto, Ont.
Fleming, James, St. John, N.B.
Goldie & McCulloch Co., Limited,
The, Galt, Ont. (Adv. page
885.)
Hall Engineering Works, The,
Montreal, Que.
Inglis, The John, Co., Limited,
Toronto, Ont. (Adv. page
890.)
Jenckes Machine Co., Limited,
The, Sherbrooke, Que.
Leonard, E., & Sons, London,
Ont. (Adv. page 888.)
McDougall, The John, Caledo-
nian Iron Works Co., Lim-
ited, Montreal, Que. (Adv.
page 1136.)
Manitoba Bridge & Iron Works,
Limited, The, Winnipeg, Man.
Marsh & Henthorn, Limited,
Belleville, Ont.
Matheson, I., & Co., Limited,
New Glasgow, N.S.
New Burrell-Johnson Iron Co.,
Limited, The, Yarmouth, N.S.

Polson Iron Works, Limited, To-
ronto, Ont. (Adv. page
1128.)
Powers, P. J., Co., Limited, Otta-
wa, Ont.
Robb Engineering Co., Limited,
Amherst, N.S. (Adv. page
886.)
Smart-Turner Machine Co., Lim-
ited, The, Hamilton, Ont. (Adv.
page 1134.)
Stuart Machinery Co., Limited,
The, Winnipeg, Man.
Vulcan Iron Works, Limited,
The, Winnipeg, Man.
Waterous Engine Works Co.,
Limited, Brantford, Ont. (Adv.
page 889.)
White, W. C., Boiler Works,
Montreal, Que.

206 **BOILERS, Marine.**
Albion Iron Works Co., Limited,
Vancouver, B.C.
Babcock & Wilcox, Limited,
Montreal, Que. (Adv. page
890.)
Berg Machinery Mfg. Co., Lim-
ited, Toronto, Ont.
B. C. Marine Railways Co., Lim-
ited, Victoria, B.C.
Canada Foundry Co., Limited,
Toronto, Ont.
Collingwood Shipbuilding Co.,
Limited, Collingwood, Ont.
Doty Engine Works Co., Lim-
ited, The, Goderich, Ont.
Fleming, James, St. John, N.B.
Goldie & McCulloch Co., Limited,
The, Galt, Ont. (Adv. page
885.)
Hall Engineering Works, The,
Montreal, Que.

Hamilton, Wm., Co., Limited,
Peterborough, Ont.
Inglis, The John, Co., Limited,
Toronto, Ont. (Adv. page
890.)
Jenckes Machine Co., Limited,
The, Sherbrooke, Que.
McDougall, The John, Caledo-
nian Iron Works Co., Lim-
ited, Montreal, Que. (Adv. page
1136.)
Manitoba Bridge & Iron Works,
Limited, The, Winnipeg, Man.
Marsh & Henthorn, Limited,
Belleville, Ont.
Matheson, I., & Co., Limited,
New Glasgow, N.S.
New Burrell-Johnson Iron Co.,
Limited, The, Yarmouth, N.S.
Owen Sound Iron Works, Lim-
ited, The, Owen Sound, Ont.
Polson Iron Works, Limited, To-
ronto, Ont. (Adv. page 1128.)
Powers, P. J., Co., Limited, Otta-
wa, Ont.
Robb Engineering Co., Limited,
Amherst, N.S. (Adv. page
886.)

Ross & Howard Iron Works Co.,
Limited, Vancouver, B.C.
Schaafe Machine Works, Lim-
ited, The, New Westminster,
B.C.
Selby & Youlden, Limited, King-
ston, Ont.
Smart-Turner Machine Co., Lim-
ited, The, Hamilton, Ont. (Adv.
page 1134.)
Stewart, Bruce & Co., Charlotte-
town, P.E.I.
Sydney Foundry & Machine
Works, Limited, The, Sydney,
N.S.
Vulcan Iron Works, Limited, The,
Winnipeg, Man.
Waterous Engine Works Co.,
Limited, Brantford, Ont. (Adv.
page 889.)
White, R. C., Montreal, Que.
White, W. C., Boiler Works,
Montreal, Que.

207 **BOILERS, Portable.**
Albion Iron Works Co., Limited,
Vancouver, B.C.
Babcock & Wilcox, Limited,
Montreal, Que. (Adv. page
890.)
Bell, The Robt., Engine &
Thresher Co., Limited, Sea-
forth, Ont.
Berg Machinery Mfg. Co., Lim-
ited, Toronto, Ont.
Bertrand, La Compagnie, Manu-
facturiere, F. X., St. Hyacin-
the, Que.
Brandon Machine Works Co.,
Limited, Brandon, Man.
Canada Foundry Co., Limited,
Toronto, Ont.

Goldie & McCulloch Co., Limited,
The, Galt, Ont. (Adv. page
885.)
Hamilton, Wm., Co., Limited,
Peterborough, Ont.
Jenckes Machine Co., Limited,
The, Sherbrooke, Que.
Leonard, E., & Sons, London,
Ont. (Adv. page 888.)
McDougall, The John, Caledo-
nian Iron Works Co., Lim-
ited, Montreal, Que. (Adv. page
1136.)
McGregor, Thos. B., Windsor,
Ont.
Marsh & Henthorn, Limited,
Belleville, Ont.
Matheson, I., & Co., Limited,
New Glasgow, N.S.
New Burrell-Johnson Iron Co.,
Limited, The, Yarmouth, N.S.
Park Bros., Chatham, Ont.
Powers, P. J., Co., Limited, Otta-
wa, Ont.
Robb Engineering Co., Limited,
Amherst, N.S. (Adv. page
886.)
Smart-Turner Machine Co., Lim-
ited, The, Hamilton, Ont. (Adv.
page 1134.)
Stratford Mill Building Co., Lim-
ited, The, Stratford, Ont.
Stuart Machinery Co., Limited,
The, Winnipeg, Man.
Vulcan Iron Works, Limited,
The, Winnipeg, Man.
Waterous Engine Works Co.,
Limited, Brantford, Ont. (Adv.
page 889.)
White, The George, & Sons Co.,
Limited, London, Ont.
White, R. C., Montreal, Que.
White, W. C., Boiler Works,
Montreal, Que.

208 **BOILERS, Range, Galvan-
ized.**
Davidson, The Thos., Mfg. Co.,
Limited, Montreal, Que. (Adv.
page 1130.)
Taylor-Forbes Co., Limited,
Guelph, Ont.
Toronto Hardware Mfg. Co., To-
ronto, Ont.

209 **BOILERS, Return Tubular.**
Albion Iron Works Co., Limited,
Vancouver, B.C.
Berg Machinery Mfg. Co., Lim-
ited, Toronto, Ont.
Canada Foundry Co., Limited,
Toronto, Ont.
Fleming, James, St. John, N.B.
Goldie & McCulloch Co., Limited,
The, Galt, Ont. (Adv. page
885.)
Hall Engineering Works, The,
Montreal, Que.
Hamilton, Wm., Co., Limited,
Peterborough, Ont.
Jenckes Machine Co., Limited,
The, Sherbrooke, Que.
Leonard, E., & Sons, London,
Ont. (Adv. page 888.)
McDougall, The John, Caledo-
nian Iron Works Co., Lim-
ited, Montreal, Que. (Adv. page
1136.)
Marsh & Henthorn, Limited,
Belleville, Ont.
Matheson, I., & Co., Limited,
New Glasgow, N.S.
New Burrell-Johnson Iron Co.,
Limited, The, Yarmouth, N.S.
Powers, P. J., Co., Limited, Otta-
wa, Ont.
Robb Engineering Co., Limited,
Amherst, N.S. (Adv. page
886.)
Smart-Turner Machine Co., Lim-
ited, The, Halifax, N.S. (Adv.
page 1134.)
Stuart Machinery Co., Limited,
The, Winnipeg, Man.
Stratford Mill Building Co., Lim-
ited, The, Stratford, Ont.
Vulcan Iron Works, Limited,
The, Winnipeg, Man.
Waterous Engine Works Co.,
Limited, The, Brantford, Ont. (Adv.
page 889.)
White, R. C., Montreal, Que.
White, W. C., Boiler Works,
Montreal, Que.

210 **BOILERS, Stationary,
Horizontal and Vertical.**
Albion Iron Works Co., Limited,
Vancouver, B.C.
Babcock & Wilcox, Limited,
Montreal, Que. (Adv. page
890.)

Bell, The Robert, Engine &
Thresher Co., Limited, Sea-
forth, Ont.
Berg Machinery Mfg. Co., Lim-
ited, Toronto, Ont.
Bertrand, La Compagnie, Manu-
facturiere, F. X., St. Hyacin-
the, Que.
Brandon Machine Works Co.,
Limited, Brandon, Man.
Canada Foundry Co., Limited, To-
ronto, Ont.
Collingwood Shipbuilding Co.,
Limited, Collingwood, Ont.
Fleming, James, St. John, N.B.
Goldie & McCulloch Co., Limited,
The, Galt, Ont. (Adv. page
885.)
Hall Engineering Works, The,
Montreal, Que.
Inglis, The John, Co., Limited,
Toronto, Ont. (Adv. page
890.)
Jenckes Machine Co., Limited,
The, Sherbrooke, Que.
Leonard, E., & Sons, London,
Ont. (Adv. page 888.)
McDougall, The John, Caledo-
nian Iron Works Co., Lim-
ited, Montreal, Que. (Adv. page
1136.)
McGregor, Thos. B., Windsor,
Ont.
Manitoba Bridge & Iron Works,
Limited, The, Winnipeg, Man.
Marsh & Henthorn, Limited,
Belleville, Ont.
Matheson, I., & Co., Limited,
New Glasgow, N.S.
New Burrell-Johnson Iron Co.,
Limited, The, Yarmouth, N.S.
Owen Sound Iron Works Co.,
Limited, The, Owen Sound,
Ont.
Park Bros., Chatham, Ont.
Plessisville, La Fonderie de, Ples-
sisville, Que.
Polson Iron Works, Limited, To-
ronto, Ont. (Adv. page 1128.)
Powers, P. J., Co., Limited, Otta-
wa, Ont.
Robb Engineering Co., Limited,
Amherst, N.S. (Adv. page 886.)
Ross & Howard Iron Works Co.,
Limited, Vancouver, B.C.
Schaafe Machine Works, Limited,
The, New Westminster, B.C.
Selby & Youlden, Limited, King-
ston, Ont.
St. John Iron Works, Limited,
St. John, N.B.
Smart-Turner Machine Co., Lim-
ited, The, Hamilton, Ont.
(Adv. page 1134.)
Stratford Mill Building Co., Lim-
ited, Stratford, Ont.
Stuart Machinery Co., Limited,
The, Winnipeg, Man.
Sydney Foundry & Machine
Works, Limited, The, Sydney,
N.S.
Vancouver Engineering Works,
Limited, Vancouver, B.C.
Vulcan Iron Works, Limited, The,
Winnipeg, Man.
Waterous Engine Works Co., Lim-
ited, Brantford, Ont. (Adv.
page 889.)
Weir, J. & R., Montreal, Que.
White, The George, & Sons, Co.,
Limited, London, Ont.
White, R. C., Montreal, Que.
White, W. C., Boiler Works,
Montreal, Que.

211 **BOILERS, Steam and Hot
Water Heating.**
Albion Iron Works Co., Limited,
Vancouver, B.C.
Babcock & Wilcox, Limited, Mont-
real, Que. (Adv. page 890.)
Berg Machinery Mfg. Co., Lim-
ited, Toronto, Ont.
Butterworth Foundry, Limited, Otta-
wa, Ont.
Clare Bros. & Co., Limited, Pres-
ton, Ont.
Dominion Radiator Co., Limited,
The, Toronto, Ont.
Gies, Philip, Berlin, Ont.
Gurney Foundry Co., Limited,
The, Toronto, Ont.
Gurney, Tilden Co., Limited, The,
Hamilton, Ont. (Adv. page
912.)
Leonard, E., & Sons, London, Ont.
(Adv. page 888.)
Longard Bros., Halifax, N.S.
Midland Engine Works Co., Mid-
land, Ont.
Pease Foundry Co., Limited, To-
ronto, Ont.
Pease-Waldon Co., Limited, Win-
nipeg, Man.

Robb Engineering Co., Limited, Amherst, N.S. (Adv. page 886.)
Shantz, I. E., & Co., Berlin, Ont.
Star Iron Co., Limited, Montreal, Que.
Stuart Machinery Co., Limited, The, Winnipeg, Man.
Taylor-Forbes Co., Limited, Guelph, Ont.
Toronto Furnace & Crematory Co., Limited, Toronto, Ont.
Vulcan Iron Works, Limited, The, Winnipeg, Man.
Warden King, Limited, Montreal, Que.
White, W. C., Boiler Works, Montreal, Que.

212 BOILERS, Water Tube.

Albion Iron Works Co., Limited, Vancouver, B.C.
Babcock & Wilcox, Limited, Montreal, Que. (Adv. page 890.)
Berg Machinery Mfg. Co., Limited, Toronto, Ont.
Canada Foundry Co., Limited, Toronto, Ont.
Goldie & McCulloch Co., Limited, Galt, Ont. (Adv. page 885.)
Hall Engineering Works, The, Montreal, Que.
McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)
Polson Iron Works, Limited, Toronto, Ont. (Adv. page 1128.)

Robb Engineering Co., Limited, Amherst, N.S. (Adv. page 886.)
Stuart Machinery Co., Limited, The, Winnipeg, Man.

213 BOLSTERS, Freight Car and Tender Truck.

Dominion Car & Foundry Co., Limited, Montreal, Que. (Adv. page 887.)

214 BOLSTERS, Wagon and Sleigh.

Ackland, D., & Sons, Limited, Winnipeg, Man.
Heard, John, & Co., St. Thomas, Ont.

215 BOLTS, Barrel.

Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)
Taylor-Forbes Co., Limited, Guelph, Ont.

216 BOLTS, Boiler Patch, Planer, Stud.

Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)
Morrow, The John, Screw, Limited, Ingersoll, Ont. (Adv. page 1122.)
Starr Mfg. Co., Limited, Dartmouth, N.S.

217 BOLTS, Button Head, Bronze & Chuck Bolts.

Morrow, The John, Screw, Limited, Ingersoll, Ont. (Adv. page 1122.)

218 BOLTS, Forged, Carriage, Machine, Track, Plow, Skein and Bolt Ends.

Brantford Screw Co., Limited, Brantford, Ont. (Adv. page 1123.)
Calgary Iron Works, Limited, Calgary, Alta.
Canadian Drawn Steel Co., Limited, The, Hamilton, Ont. (Adv. page 1127.)
Gananoque Bolt Co., Limited, The, Gananoque, Ont.
Gurney Tilden Co., Limited, Hamilton, Ont. (Adv. page 912.)
Jenckes Machine Co., Limited, The, Sherbrooke, Que.
London Rolling Mill Co., Limited, London, Ont.
Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)
Montreal Rolling Mills Co., The, Montreal, Que. (Adv. page 884.)
Starr Mfg. Co., Limited, The, Dartmouth, N.S.
Toronto Bolt & Forging Co., Limited, Toronto, Ont. (Adv. page 1143.)
Vulcan Iron Works, Limited, Winnipeg, Man.

219 BOLTS, Milled & Threaded, Bicycle and Automobile.

Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)
Morrow, The John, Screw, Limited, Ingersoll, Ont. (Adv. page 1122.)

220 BOLTS, Stove, Tire, Sink, Sleigh Shoe and Elevator.

Brantford Screw Co., Limited, Brantford, Ont. (Adv. page 1123.)

Canada Screw Co., Limited, Hamilton, Ont. (Adv. page 1123.)
Gananoque Bolt Co., Limited, Gananoque, Ont.

London Rolling Mill Co., Limited, London, Ont.

Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884.)

Starr Mfg. Co., Limited, Dartmouth, N.S.

Toronto Bolt & Forging Co., Limited, Toronto, Ont. (Adv. page 1143.)

221 BONE MEAL.

See Meal, Bone.

222 BONES, Cattle.

Harris Abattoir Co., Limited, The, Toronto, Ont.
Harris, W., & Co., Toronto, Ont. (Adv. page 1102.)
Marquis, F. Canac, Quebec, Que.

223 BOOKBINDERS.

Armac Press, The, Toronto, Ont.
Brown Bros., Limited, The, Toronto, Ont. (Adv. page 930.)
Bryant Press, Limited, Toronto, Ont.
Bulman Bros., Limited, Winnipeg, Man.
Buntin, Gillies & Co., Limited, Hamilton, Ont.
Clarke & Stewart Co., Limited, The, Vancouver, B.C.
Colonist Printing & Publishing Co., Limited, The, Victoria, B.C.
Copeland-Chatterson-Crain, Limited, Toronto, Ont.
Copp, Clark Co., Limited, The, Toronto, Ont.
Cornell, C. R., Montreal, Que.
Dawson, Chas. F., Limited, Montreal, Que.
Fleming, The Atwell, Printing Co., Toronto, Ont.
Fortier, Joseph, Montreal, Que.
Guertin Printing Co., Limited, Montreal, Que.
Hart & Riddell, Toronto, Ont.
Hunter, Rose Co., Limited, The, Toronto, Ont.
Johnston, W. S., & Co., Toronto, Ont.
Lovell, The R. J., Co., Limited, Toronto, Ont.
Lovell, John, & Son, Limited, Montreal, Que. (Adv. page 912.)

McAlpine Publishing Co., Limited, Halifax, N.S.

McLean, R. G., Toronto, Ont. (Adv. page 927.)

Methodist Book & Publishing House, Toronto, Ont. (Adv. page 1095.)

Miln-Bingham Printing Co., Toronto, Ont.

Modern Printing Co., The, Montreal, Que.

Mortimer Co., Limited, The, Ottawa, Ont. (Adv. page 1142.)

Murray Printing Co., Limited, The, Toronto, Ont.

National Press, Limited, Toronto, Ont.

Paquin, C., & Fils, Montreal, Que.

Patrie Publishing Co., Limited, La, Montreal, Que.

Plow, B. & Co., Limited, Montreal, Que.

Reid Press, Limited, The, Hamilton, Ont.

Southam Press, Limited, Toronto, Ont.

Spectator Printing Co., Limited, The, Hamilton, Ont.

Stovel Co., The, Winnipeg, Man.

Taylor, T. W., Co., Limited, Winnipeg, Man.

Thompson Stationery Co., Limited, Vancouver, B.C.

Warwick Bros. & Rutter, Limited, Toronto, Ont.

224 BOOKBINDERS' SUPPLIES.

Brown Bros., Limited, The, Toronto, Ont. (Adv. page 930.)

Buntin, Gillies & Co., Limited, Hamilton, Ont.

Fortier, Joseph, Montreal, Que.

Johnston, H. B., & Co., Toronto, Ont.

Miller & Richard, Toronto, Ont.

Taylor, T. W., Co., Limited, Winnipeg, Man.

Wickett & Craig, Limited, Toronto, Ont. (Adv. page 920.)

225 BOOKCASES.

Berlin Furniture Co., Limited, The, Berlin, Ont.

Canada Furniture Mfrs., Limited, Woodstock, Ont.

Canadian Office & School Furniture Co., Limited, The, Preston, Ont. (Adv. page 1118.)

Globe-Wernicke Co., Limited, The, Stratford, Ont.

Hibner, The D., Furniture Co., Limited, Berlin, Ont.

Hourd & Co., Limited, London, Ont.

Krug Bros., & Co., Chesley, Ont.

Library Bureau of Canada, Limited, Ottawa, Ont.

Listowel Furniture Co., Limited, Listowel, Ont.

McLagan, The George, Furniture Co., Limited, Stratford, Ont.

Meaford Mfg. Co., Limited, The, Meaford, Ont.

Office Specialty Mfg. Co., Limited, The, Toronto, Ont.

Stratford Chair Co., Limited, The, Stratford, Ont.

226 BOOKCASES, Sectional.

Canada Furniture Mfrs., Limited, Woodstock, Ont.

Globe-Wernicke Co., Limited, The, Stratford, Ont.

McLagan, The George, Furniture Co., Limited, Stratford, Ont.

Office Specialty Mfg. Co., Limited, The, Toronto, Ont.

227 BOOKLETS.

See Printers, Job.

228 BOOK PUBLISHERS.

See Publishers, Book.

229 BOOKS, Account and Blank.

Brown Bros., Limited, The, Toronto, Ont. (Adv. page 930.)

Buntin, Gillies & Co., Limited, Hamilton, Ont.

Carter-Crume Co., Limited, The, Toronto, Ont.

Colonist Printing & Publishing Co., Limited, The, Victoria, B.C.

Copeland-Chatterson-Crain, Limited, Toronto, Ont.

Copp, Clark Co., Limited, The, Toronto, Ont.

Davis & Henderson, Toronto, Ont.

Dawson, Chas. F., Limited, Montreal, Que.

Dawson, W. V., & Co., Montreal, Que.

Duncan, Robert, & Co., Hamilton, Ont.

Fortier, Joseph, Montreal, Que.

Gage, W. J., & Co., Limited, Toronto, Ont. (Adv. page 928.)

Grand & Toy, Limited, Toronto, Ont.

Griffin & Richmond Co., Limited, The, Hamilton, Ont.

Hart & Riddell, Toronto, Ont.

Johnston, W. S., & Co., Toronto, Ont.

Librairie Beauchemin, Limited, Montreal, Que.

Lovell, John, & Son, Limited, Montreal, Que. (Adv. page 912.)

Modern Printing Co., The, Montreal, Que.

Mortimer Co., Limited, The, Ottawa, Ont. (Adv. page 1142.)

Morton, Phillips & Co., Montreal, Que.

Reason, H. T., & Co., London, Ont.

Thomson Stationery Co., Limited, Vancouver, B.C.

Warwick Bros., & Rutter, Limited, Toronto, Ont.

230 BOOKS, Counter Check and Sale.

Carter-Crume Co., Limited, The, Toronto, Ont.

Merchants' Counter Check Book Co., Limited, Toronto, Ont.

Morton Co., Limited, The, Toronto, Ont. (Adv. page 934.)

Reason, H. T., & Co., London, Ont.

231 BOOKS, Guide.

International Railway Publishing Co., Limited, Montreal, Que.

232 BOOKS, Letter Copying.

Brown Bros., Limited, The, Toronto, Ont. (Adv. page 930.)

Buntin, Gillies & Co., Limited, Hamilton, Ont.

Davis & Henderson, Toronto, Ont.

Gage, W. J., & Co., Limited, Toronto, Ont. (Adv. page 928.)

Warwick Bros. & Rutter, Limited, Toronto, Ont.

233 BOOKS, Manifold.

Warwick Bros. & Rutter, Limited, Toronto, Ont.

234 BOOT & SHOE STOCK.

See Heels and Heel Stock; Stiffeners and Counters.

235 BOOTS AND SHOES, Canvas.

Dufresne & Locke, Limited, Maisonneuve, Que.

236 BOOTS AND SHOES, Felt and Felt Lined.

Aird & Son, Montreal, Que.

Berlin Felt Boot Co., Limited, Berlin, Ont.

Dufresne & Locke, Limited, Maisonneuve, Que.

Elmira Felt Co., Limited, Berlin, Ont.

Goulet & Garant, Quebec, Que.

Hartt Boot & Shoe Co., Limited, The, Fredericton, N.B.

237 BOOTS AND SHOES, Leather.

Aird & Son, Montreal, Que.

Ames-Holden, Limited, Montreal, Que.

Amherst Boot & Shoe Co., Limited, Amherst, N.S.

Bell, J. & T., Montreal, Que.

Blouin, J. B., & Fils, Levis, Que.

Campbell Shoe Co., Quebec, Que.

Cook-Fitzgerald Co., Limited, The, London, Ont.

Corbeil, A., Montreal, Que.

Cote, La Compagnie J. A. & M., St. Hyacinthe, Que.

Daoust, Lalonde & Co., Montreal, Que.

Dayfoot, C. B., & Co., Georgetown, Ont.

Drolet, J. B., & Co., Quebec, Que.

Dufresne & Locke, Limited, Maisonneuve, Que.

Gauthier, The Louis, Co., Limited, Quebec, Que.

Getty & Scott, Limited, Galt, Ont.

Goulet & Garant, Quebec, Que.

Hamilton, W. B., Shoe Co., Limited, Toronto, Ont.

Hartt Boot & Shoe Co., Limited, The, Fredericton, N.B.

Higgins, L., & Co., Moncton, N.B.

Jobin & Rochette, Quebec, Que.

Kingsbury Footwear Co., Limited, Montreal, Que.

Langlois, J. S., & Co., Quebec, Que.

Leckie, J. C., Limited, Vancouver, B.C.

Lennox, John, & Co., Hamilton, Ont.

Linton, James, & Co., Montreal, Que.

McCready, The James, Co., Limited, Montreal, Que.

McPherson, The John, Co., Limited, Hamilton, Ont.

MacFarlane Shoe Co., Montreal, Que.

Marsh, The Wm. A., Co., Limited, Quebec, Que.

Minister, Myles Shoe Co., Limited, Toronto, Ont.

Muir, The James, Co., Quebec, Que.

Murray Shoe Co., Limited, The, London, Ont.

Nursery Shoe Co., The, Toronto, Ont.

Oberholtzer, The G. V., Co., Limited, Berlin, Ont.

Relindo Shoe Co., Limited, Toronto, Ont.

Ritchie, The John, Co., Limited, Quebec, Que.

Schryburt, F., & Co., Quebec, Que.

Slater, Geo. A., Limited, Montreal, Que.
 Slater Shoe Co., Limited, The, Montreal, Que.
 Sterling Bros., Limited, London, Ont.
 Taylor, The Robt., Co., Limited, Halifax, N.S.
 Tebbutt Shoe & Leather Co., Limited, The, Three Rivers, Que.
 Tetrault Mfg. Co., Montreal, Que.
 Tourigny & Marois, Quebec, Que.
 Victoria Shoe Co., Limited, The, Toronto, Ont.
 Walker, Parker Co., Limited, The, Toronto, Ont.
 Western Shoe Co., Limited, Berlin, Ont.
 Weston Shoe Co., Limited, The, Campbellford, Ont.
 Williams Shoe Co., Limited, The, Brampton, Ont.
 Winn & Co., Milton, Ont.

238 BOOTS AND SHOES, Rubber.

Canadian Rubber Co., Limited, Montreal, Que. (Adv. Outside Back Cover.)
 Granby Rubber Co., Limited, The, Granby, Que.
 Gutta Percha & Rubber Mfg. Co., Limited, The, Toronto, Ont. (Adv. Inside Back Cover.)
 Kaufman Rubber Co., Limited, The, Berlin, Ont.
 Maple Leaf Rubber Co., Limited, The, Port Dalhousie, Ont.
 Merchants' Rubber Co., Limited, The, Berlin, Ont.

239 BORAX.

Lawrason, S. F., & Co., London, Ont.
 Nicholson & Brock, Toronto, Ont.
 Sultana Mfg. Co., Montreal, Que.

240 BORING MACHINES.

See Machines, Boring.

241 BOSOMS, Shirt, Water-proof.

Arlington Co., of Canada, Limited, Toronto, Ont.
 Miller Bros. Co., Limited, The, Montreal, Que.

242 BOTTLERS' SUPPLIES.

Aluminum & Crown Stopper Co., Toronto, Ont.
 Ewing, S. H., & Sons, Montreal, Que.
 Freyseng Cork Co., Limited, Toronto, Ont.
 Hutchinson & Peterson, Toronto, Ont.
 Wilson & Cousins, Toronto, Ont.

243 BOTTLES.

Diamond Flint Glass Co., Limited, Montreal, Que.
 Sydenham Glass Co., of Wallaceburg, Limited, Wallaceburg, Ont.

244 BOTTLES, Water, Rubber.

Canadian Rubber Co., Limited, Montreal, Que. (Adv. Outside Back Cover.)

245 BOWLING ALLEYS.

See Beds and Pins, Bowling Alley.

246 BOWLS AND CUPS, Presentation.

Birks, Henry, & Sons, Montreal, Que.
 Ellis, P. W., & Co., Limited, Toronto, Ont. (Adv. page 1121.)
 Meriden Britannia Co., Limited, Hamilton, Ont. (Adv. page 1107.)
 Roden Bros., Toronto, Ont.
 Toronto Silver Plate Co., Limited, The, Toronto, Ont.

247 BOWS, Carriage.

Ackland, D., & Son, Limited, Winnipeg, Man.
 Canada Wheel Works, Limited, The, Merriton, Ont. (Adv. page 1079.)
 Heard, John, & Co., St. Thomas, Ont.
 Hore, F. W., & Son, Limited, Hamilton, Ont.
 Windsor Turned Goods Co., Limited, Windsor, Ont.

248 BOXES AND BUSHINGS, Conduit.

Bongard, J. W., Co., Limited, Toronto, Ont.
 Conduits Co., Limited, Toronto, Ont. (Adv. page 1130.)
 Pringle, The R. E. T., Co., Limited, Montreal, Que.

249 BOXES, Butter.

Alberta Box Co., Limited, Calgary, Alta.
 Barchard & Co., Limited, Toronto, Ont.
 Brunette Saw Mill Co., Limited, Sapperton, B.C.
 Consumers Box & Lumber Co., Limited, Toronto, Ont.
 Cushing Bros., Co., Limited, Calgary, Alta.
 Czerwinski Box Co., Limited, Winnipeg, Man.
 Esplin, G. & J., Montreal, Que.
 Firstbrook Box Co., Limited, The, Toronto, Ont.
 Kilgour Mfg. Co., Hamilton, Ont.
 Martin Freres & Cie, Montreal, Que.
 Paquet & Godbout, St. Hyacinthe, Que.
 Parry Sound Lumber Co., Limited, The, Toronto, Ont. (Adv. page 1114.)
 Rutherford, The Wm., & Sons, Co., Montreal, Que. (Adv. page 1116.)
 Thomas Bros., Limited, St. Thomas, Ont.

250 BOXES, Cash (Tin).

Aubry, A., & Fils, Montreal, Que.
 Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)
 Macdonald Mfg. Co., Limited, Toronto, Ont. (Adv. page 1086.)

251 BOXES, Cheese.

Rider & Kitchener Co., Limited, The, Lindsay, Ont.

252 BOXES, Cigar and Tobacco.

Beck, Adam, London, Ont.
 Esplin, G. & J., Montreal, Que.
 Meyer-Thomas Co., Limited, The, Montreal, Que.
 Winnipeg Paper Box Co., Winnipeg, Man.

253 BOXES, Corrugated.

Elliott Mfg. Co., The, Toronto, Ont.
 Martin Corrugated Paper Box Co., Limited, The, Toronto, Ont. (Adv. page 1112.)

254 BOXES, Fruit and Berry.

Barchard & Co., Limited, Toronto, Ont.
 Brunette Saw Mill Co., Limited, Sapperton, B.C.
 Canada Wood Specialty Co., Limited, The, Orillia, Ont.
 Consumers Box & Lumber Co., Limited, Toronto, Ont.
 Czerwinski Box Co., Limited, The, Winnipeg, Man.
 Esplin, G. & J., Montreal, Que.
 Glover, W. T., Mfg. Co., Limited, Freeman, Ont.
 Kilgour Mfg. Co., Hamilton, Ont.
 Ontario Box Co., Limited, The, Hamilton, Ont.
 Ontario Fruit Package Co., Limited, Ingersoll, Ont.

255 BOXES, Journal.

Crossen Car Mfg. Co., Limited, The, Cobourg, Ont.
 Fleming, James, St. John, N.B.
 Hamant Steel Car & Engineering Works, Hamilton, Ont.
 Holden Co., Limited, The, Montreal, Que.
 Jenckes Machine Co., Limited, The, Sherbrooke, Que.
 Manitoba Bridge & Iron Works, Limited, The, Winnipeg, Man.
 Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)
 Mowry & Sons, Gravenhurst, Ont.
 Oxford Foundry & Machine Co., Oxford, N.S.
 Plessisville, La Fonderie de, Plessisville, Que.
 Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091.)
 Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)
 Watrous Engine Works Co., Limited, Brantford, Ont. (Adv. page 889.)

256 BOXES, Lunch.

Wright, E. T., & Co., Hamilton, Ont.

257 BOXES, Paper, Fancy and Plain.

Brown, The D. F., Paper Box & Paper Co., Limited, St. John, N.B.
 Canada Paper Box Co., Limited, The, Montreal, Que.
 Collett, E. B., Toronto, Ont.
 Coulter, The J., Co., Limited, Toronto, Ont.
 Dominion Corset Co., Quebec, Que.
 Dominion Paper Box Co., Limited, Toronto, Ont. (Adv. page 1099.)
 Hamilton Paper Box Co., Hamilton, Ont.
 Hercules Boxes, Limited, Toronto, Ont.
 Imperial Paper Box Co., Toronto, Ont.
 Knowles & Co., London, Ont.
 Lawson & Jones, Limited, London, Ont.
 Long, A. E., & Co., Limited, Toronto, Ont.
 Mace, Geo. A., & Co., Montreal, Que.
 Major Mfg. Co., Limited, The, Montreal, Que.
 Martin Corrugated Paper & Box Co., Limited, The, Toronto, Ont. (Adv. page 1112.)
 Miller Bros. Co., Limited, The, Montreal, Que.
 Moirs, Limited, Halifax, N.S.
 Ontario Paper Box Mfg. Co., Toronto, Ont.
 Ottawa Paper Box Co., The, Ottawa, Ont.
 Pendray, W. J., Victoria, B.C.
 Reason, H. T., & Co., London, Ont.
 Reid, Chas., & Company, Hamilton, Ont.
 Royal Paper Box Co., The, Quebec, Que.
 Royal Crown Soaps, Limited, The, Vancouver, B.C.
 Rudd Paper Box Co., Limited, The, Toronto, Ont.
 Somerville, C. R., London, Ont.
 Telfer Mfg. Co., The, Toronto, Ont. (Adv. page 1099.)
 Winnipeg Paper Box Co., Winnipeg, Man.

258 BOXES, Paper, Folding.

Bird, F. W., & Son, Hamilton, Ont. (Adv. page 1112.)
 Brown, The D. F., Paper Box & Paper Co., Limited, St. John, N.B.
 Dominion Paper Box Co., Limited, Toronto, Ont. (Adv. page 1099.)
 Duncan Lithographing Co., Limited, The, Hamilton, Ont.
 Hamilton Paper Box Co., Hamilton, Ont.
 Howell Lithographing Co., Hamilton, Ont.
 Keenan Woodenware Mfg. Co., Limited, Owen Sound, Ont.
 Knowles & Co., London, Ont.
 Lawson & Jones, Limited, London, Ont.
 Long, A. E., & Co., Limited, Toronto, Ont.
 Mace, Geo. A., & Co., Montreal, Que.
 Major Mfg. Co., Limited, The, Montreal, Que.
 Martin Corrugated Paper & Box Co., Limited, The, Toronto, Ont. (Adv. page 1112.)
 Ottawa Paper Box Co., The, Ottawa, Ont.
 Reason, H. T., & Co., London, Ont.
 Royal Paper Box Co., The, Quebec, Que.
 Rudd Paper Box Co., Limited, The, Toronto, Ont.
 Somerville, C. R., London, Ont.
 Telfer Mfg. Co., The, Toronto, Ont. (Adv. page 1099.)
 Wilson, The J. C., & Co., Limited, Montreal, Que.
 Winnipeg Paper Box Co., Winnipeg, Man.

259 BOXES, Pencil.

Irwin, R. U., & Son, Horning's Mills, Ont.

260 BOXES, Pill, etc.

Irwin, R. U., & Son, Horning's Mills, Ont.

Phillips & Wrinch, Limited, Toronto, Ont.
 Samson, Joseph, Quebec, Que.

261 BOXES, Smoke.

Corbet Foundry & Machine Co., Owen Sound, Ont.
 Jenckes Machine Co., Limited, The, Sherbrooke, Que.
 Matheson, I., & Co., Limited, New Glasgow, N.S.

262 BOXES, Tack.

Bird, F. W., & Son, Hamilton, Ont. (Adv. page 1112.)

263 BOXES, Tin.

American Can Co., Montreal, Que. (Adv. page 1143.)
 Aubry, A., & Fils, Montreal, Que.
 Davidson, The Thos., Mfg. Co., Limited, Montreal, Que. (Adv. page 1130.)
 Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)
 Macdonald Mfg. Co., Limited, Toronto, Ont. (Adv. page 1086.)

264 BOXES, Tin and Cardboard, for Jam, Butter, etc.

American Can Co., Montreal, Que. (Adv. page 1143.)
 Aubry, A., & Fils, Montreal, Que.
 Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)
 Macdonald Mfg. Co., Limited, Toronto, Ont. (Adv. page 1086.)

265 BOXES, Wood, Printed.

Barchard & Co., Limited, Toronto, Ont.
 Consumers Box & Lumber Co., Limited, Toronto, Ont.
 Czerwinski Box Co., Limited, Winnipeg, Man.
 Esplin, G. & J., Montreal, Que.
 Firstbrook Box Co., Limited, Toronto, Ont.
 Kilgour Mfg. Co., Hamilton, Ont.
 Parry Sound Lumber Co., Limited, The, Toronto, Ont. (Adv. page 1114.)
 Rutherford, The Wm., & Sons Co., Montreal, Que. (Adv. page 1116.)

266 BOXES, Wooden, Packing and Shook.

Aitchison, D., & Co., Hamilton, Ont.
 Alberta Box Co., Limited, Calgary, Alta.
 Andre Cushing & Co., St. John, N.B.
 Anglin, S., & Co., Kingston, Ont. (Adv. page 1097.)
 Barchard & Co., Limited, Toronto, Ont.
 B. C. Mills Timber & Trading Co., Vancouver, B.C.
 Brunette Saw Mill Co., Limited, Sapperton, B.C.
 Bryan Mfg. Co., Limited, The, Collingwood, Ont.
 Builders' Supply Co., Limited, The, St. Catharines, Ont.
 Carew, John, Lindsay, Ont.
 Clark, W. H., & Co., Limited, Edmonton, Alta.
 Clemens, The H. A., Co., Limited, Guelph, Ont.
 Consumers Box & Lumber Co., Limited, Toronto, Ont.
 Cushing Bros., Co., Limited, Calgary, Alta.
 Czerwinski Box Co., Limited, The, Winnipeg, Man.
 Davidson, James, Ottawa, Ont.
 Dymont-Baker Lumber Co., The, London, Ont.
 Esplin, G. & J., Montreal, Que.
 Firstbrook Box Co., Limited, The, Toronto, Ont.
 Georgian Bay Shook Mills, Limited, Midland, Ont.
 Gignac, J. H., Limited, Quebec, Que.
 Gilmour Door Co., Limited, The, Trenton, Ont.
 Gravel, The A., Lumber Co., Limited, Etchemin Bridge, Que.
 Heaps, E. H., & Co., Vancouver, B.C.
 Hill Mfg. Co., The, Quebec, Que.
 Kerr, J. & J., Co., Limited, Petrolia, Ont.
 Kilgour Mfg. Co., Hamilton, Ont.
 Kribs, W. A., Hespeler, Ont.
 Martin Freres & Cie, Montreal, Que.
 Meyer-Thomas Co., Limited, The, Montreal, Que.

Moires Limited, Halifax, N.S.
Murray & Gregory, Limited, St. John, N.B.
Nesbitt, E. T., Quebec, Que.
Ontario Box Co., Limited, The, Hamilton, Ont.
Paquet & Godbout, St. Hyacinthe, Que.

Parry Sound Lumber Co., Limited, The, Toronto, Ont. (Adv. page 1114.)

Rathbun Co., The, Deseronto, Ont.

Rat Portage Lumber Co., Limited, The, Kenora, Ont.
Rutherford, The Wm., & Sons Co., Montreal, Que. (Adv. page 1116.)

Sayward, J. A., Victoria, B.C.
Schultz Bros. Co., Limited, The, Brantford, Ont.
Sutherland, Innes Co., Limited, The, Chatham, Ont. (Adv. page 1114.)

267 BRACES.

See Suspenders, etc.

268 BRACES, Carpenters'.

Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)

269 BRACKETS, Brass.

Garth Co., The, Montreal, Que.
Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
Standard Brass Mfg. Co., Limited, Windsor, Ont.

270 BRACKETS, Electric Pole.

Lachute Shuttles Co., Limited, The, Lachute Mills, Que.
Shantz, P. E., Preston, Ont.

271 BRACKETS, Iron (Cast and Wrought).

Canada Foundry Co., Limited, Toronto, Ont.
Dennis Wire & Iron Works Co., Limited, London, Ont. (Adv. page 1120.)

Garth Co., The, Montreal, Que.
Meadows, The Geo. B., Toronto, Ont.
Wire, Iron & Brass Works Co., Limited, Toronto, Ont. (Adv. page 1089.)

Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)

Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)

Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)

Taylor-Forbes Co., Limited, Guelph, Ont.
Toronto Hardware Mfg. Co., Toronto, Ont.

272 BRACKETS, Iron, for Stables.

Taylor-Forbes Co., Limited, Guelph, Ont.
Warden King, Limited, Montreal, Que.

273 BRACKETS, Metal.

Canada Foundry Co., Limited, Toronto, Ont.
Canada Steel Goods Co., Limited, Hamilton, Ont.

Dunn, J. A., & Co., Halifax, N.S.
McAvity, T., & Sons, Limited, St. John, N.B.

McDougall, The R., Co., of Galt, Limited, Galt, Ont. (Adv. page 896.)

McGregor & McIntyre, Limited, Toronto, Ont.

Meadows, The Geo. B., Toronto, Ont.
Wire, Iron & Brass Works Co., Limited, Toronto, Ont. (Adv. page 1089.)

Metal Shingle & Siding Co., Limited, Preston, Ont. (Adv. page 1083.)

Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)

Mitchell, The Robert Co., Limited, Montreal, Que.

Taylor-Forbes Co., Limited, Guelph, Ont.

Warden King, Limited, Montreal, Que.

274 BRACKETS, Morris Chair (Brass).

Hahn Brass Co., Limited, The, New Hamburg, Ont.

275 BRACKETS, Wood.

Anglin, S., & Co., Kingston, Ont. (Adv. page 1097.)

Clark, W. H., & Co., Limited, Edmonton, Alta.

Cushing Bros. Co., Limited, Calgary, Alta.

Gillet, William George, Nelson, B.C.

Lemon, Gonnason & Co., Victoria, B.C.

Rathbun Co., The, Deseronto, Ont.

Walton, Geo., & Co., Belleville, Ont.

276 BRADS, Iron, Brass and Copper.

Canada Screw Co., Limited, Hamilton, Ont. (Adv. page 1123.)

Dominion Wire Mfg. Co., Limited, Montreal, Que.

277 BRAIDS, Fancy and Military.

Cascade Narrow Fabric Co., Coaticook, Que.

Dominion Cord & Tassel Co., The, Montreal, Que.

Moulton & Co., Montreal, Que.

Peters, J. Henry, Co., Toronto, Ont.

278 BRAIDS, Silk.

Cascade Narrow Fabric Co., Coaticook, Que.

Corticelli Silk Co., Limited, Montreal, Que.

279 BRAKE BEAMS.

Dominion Car & Foundry Co., Limited, Montreal, Que. (Adv. page 887.)

280 BRAKES, Air.

Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902.)

Canada Foundry Co., Limited, Toronto, Ont.

Canadian Westinghouse Co., Limited, Hamilton, Ont.

281 BRAKES, Railway Car.

Mitchell, The Robt., Co., Limited, Montreal, Que.

282 BRAN.

See Feeds.

283 BRANDS, Burning.

Hamilton Stamp & Stencil Works, Limited, Hamilton, Ont.

Montreal Stencil Works, Montreal, Que. (Adv. page 934.)

Patterson & Heward, Toronto, Ont.

Superior Mfg. Co., Limited, Toronto, Ont.

Toronto Stamp & Stencil Works, Toronto, Ont.

Walker & Campbell, Montreal, Que.

284 BRANDY.

Hamilton, J. S., & Co., Brantford, Ont.

285 BRASS FOUNDERS.

See Founders, Brass, and Castings, Brass.

286 BRASS GOODS, Plumbers' and Steamfitters'.

Bennett & Wright Co., Limited, The, Toronto, Ont.

Canadian Brass Co., Limited, The, Galt, Ont.

Canadian Wolverine Co., Limited, Chatham, Ont.

Chadwick Bros., Hamilton, Ont.

Cuthbert, W. R., & Co., Montreal, Que.

Empire Mfg. Co., Limited, London, Ont.

Fleck, Alexander, Limited, Ottawa, Ont.

Garth Co., The, Montreal, Que.

General Brass Works, Limited, The, Toronto, Ont.

Hamilton Brass Mfg. Co., Limited, The, Hamilton, Ont.

Hughes, J. W., & Son, Montreal, Que.

Jenkins Bros., Limited, Montreal, Que.

Keith & Fitzsimons Co., Limited, The, Toronto, Ont.

Kerr Engine Co., Limited, The, Walkerville, Ont. (Adv. page 891.)

McAvity, T., & Sons, Limited, St. John, N.B.

Mechanics Supply Co., Quebec, Que.

Mitchell, The Robt., Co., Limited, Montreal, Que.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

Penberthy Injector Co., Limited, Windsor, Ont.

Robertson, The James, Co., Limited, Montreal, Que.

Somerville, Limited, Toronto, Ont. (Adv. page 935.)

Standard Brass Mfg. Co., Limited, Windsor, Ont.

287 BRASS, Fig.

Frankel Bros., Toronto, Ont.

Syracuse Smelting Works, Montreal, Que.

288 BRASS, Sheet.

Garth Co., The, Montreal, Que.

289 BRASS WORK, Architectural.

Dennis Wire & Iron Works Co., Limited, London, Ont. (Adv. page 1120.)

Jenking Brass Mfg. Co., Limited, Montreal, Que.

Keith & Fitzsimons Co., Limited, The, Toronto, Ont.

Parkin Elevator Co., Limited, The, Hespeler, Ont. (Adv. page 1101.)

Toronto Brass Mfg. Co., Toronto, Ont.

290 BRASS WORK, Confectioners'.

Booth Copper Co., Limited, The, Toronto, Ont.

Chadwick Bros., Hamilton, Ont.

Coulter, Wm., & Sons, Toronto, Ont. (Adv. page 1132.)

291 BRASSES, Journal.

Brass & Steel Goods Limited, Belleville, Ont.

Canada Foundry Co., Limited, Toronto, Ont.

Crossen Car Mfg. Co., of Cobourg, Limited, The, Cobourg, Ont.

Cuthbert, W. R., & Co., Montreal, Que.

Garth Co., The, Montreal, Que.

Hamilton, Wm., Co., Limited, Peterborough, Ont.

Jenckes Machine Co., Limited, The, Sherbrooke, Que.

Matheson, I., & Co., Limited, New Glasgow, N.S.

Mitchell, The Robt., Co., Limited, Montreal, Que.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091.)

Robertson, The James, Co., Limited, Montreal, Que.

Skinner Co., Limited, The, Gananoque, Ont.

Skinner Co., Limited, The, Gananoque, Ont.

Skinner Co., Limited, The, Gananoque, Ont.

Skinner Co., Limited, The, Gananoque, Ont.

292 BRASSES, Memorial.

Alexander & Cable Lithographing Co., Limited, Toronto, Ont.

Canada Foundry Co., Limited, Toronto, Ont.

Patterson & Heward, Toronto, Ont.

Pritchard-Andrews Co., of Ottawa, Limited, Ottawa, Ont.

Toronto Brass Mfg. Co., Toronto, Ont.

Toronto Brass Mfg. Co., Toronto, Ont.

293 BREAD.

Boyd, The W. J., Candy Co., Winnipeg, Man.

Bredin Bread Co., Limited, Toronto, Ont.

Dales, Limited, Toronto, Ont.

Hethington, T., Quebec, Que.

Lees, Wm., & Son, Hamilton, Ont.

Lynch Bros., Dolan Co., Limited, Sydney, N.S.

McLauchlan & Sons Co., Limited, Owen Sound, Ont.

Meyer, The A., Co., Limited, St. Catharines, Ont.

Nasmith Co., Limited, The, Toronto, Ont.

Parnell-Dean Steam Baking Co., Limited, The, London, Ont.

Vick, Geo., & Sons, Orillia, Ont.

294 BREAKERS, Stone and Ore.

See Crushers, Ore and Rock.

295 BREAKFAST FOODS.

See Cereals.

296 BREWERS.

See Ale, and Beer, Lager.

297 BREWERS' SUPPLIES.

Ewing, S. H., & Sons, Montreal, Que.

Freyseong Cork Co., Limited, Toronto, Ont.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

298 BRICK, Boiler Tube.

Montreal Fire Brick Works, The, Montreal, Que.

Montreal Fire Brick Works, The, Montreal, Que.

299 BRICK, Building.

Bechtels, Limited, Waterloo, Ont.

Don Valley Brick Works, Toronto, Ont.

Laprairie Brick Co., Limited, The, Montreal, Que.

Maloney, John, & Co., Toronto, Ont.

Milton Pressed Brick Co., Limited, Milton, Ont.

Toronto Pressed Brick & Terra Cotta Works, Milton, Ont.

Webb, John E., Toronto, Ont.

300 BRICK, Fire, Stove and Cupola.

Campbell's Sons, R., Hamilton, Ont.

Maloney, John, & Co., Toronto, Ont.

Montreal Fire Brick Works, The, Montreal, Que.

Standard Drain Pipe Co., of St. Johns, Que., Limited, The, St. Johns, Que. (Adv. page 1133.)

Vancouver Fire Clay Co., Limited, Clayburn, B.C.

Vancouver Fire Clay Co., Limited, Clayburn, B.C.

301 BRICK, Pressed.

Alberta Portland Cement Co., Limited, Calgary, Alta. (Adv. page 1105.)

Don Valley Brick Works, Toronto, Ont.

Laprairie Brick Co., Limited, The, Montreal, Que.

Vancouver Fire Clay Co., Limited, Clayburn, B.C.

Toronto Pressed Brick & Terra Cotta Works, Milton, Ont.

Toronto Pressed Brick & Terra Cotta Works, Milton, Ont.

302 BRICK, Silica Pressed.

Schultz Bros. Co., Limited, The, Brantford, Ont.

303 BRICK, Street, Paving and Sidewalk.

Laprairie Brick Co., Limited, The, Montreal, Que.

Laprairie Brick Co., Limited, The, Montreal, Que.

305 BRICKMAKERS' SUPPLIES.

See Machinery, Brick, Tile and Clay.

306 BRIDGES, Iron and Steel.

Railway and Highway.

Canada Foundry Co., Limited, Toronto, Ont.

Canadian Bridge Co., Limited, The, Walkerville, Ont. (Adv. page 1106.)

Coroet Foundry & Machine Co., The, Owen Sound, Ont.

Dickson Bridge Works Co., Limited, Campbellford, Ont. (Adv. page 1129.)

Dominion Bridge Co., Limited, Montreal, Que. (Adv. page 1106.)

Fleming, James, St. John, N.B.

Hamilton Bridge Works Co., Limited, The, Hamilton, Ont. (Adv. page 883.)

Hamilton, Wm., Co., Limited, Peterborough, Ont.

McNeil, W. P., & Co., New Glasgow, N.S.

Phoenix Bridge & Iron Works, Limited, The, Montreal, Que.

Stratford Bridge & Iron Works Co., Stratford, Ont.

Westminster Iron Works, New Westminster, B.C.

307 BRONZE, Lumen.

Lumen Bearing Co., West Toronto, Ont. (Adv. page 1111.)

308 BRONZE, Phosphor.

Canada Metal Co., Limited, The, Toronto, Ont. (Adv. page 1122.)

Cuthbert, W. R., & Co., Montreal, Que.

Mitchell, The Robt., Co., Limited, Montreal, Que.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

Syracuse Smelting Works, Montreal, Que.

309 BRONZE POWDER.

Brandram - Henderson, Limited, Montreal, Que.

Canadian Bronze Powder Works, The, Montreal, Que.

310 BRONZING LIQUIDS.

See Liquids, Bronzing.

311 BROOMS.

Bailey Broom Co., The, Kingston, Ont.

Boeckh Bros. Co., Limited, The, Toronto, Ont. (Adv. page 1100.)

Meakins & Sons, Hamilton, Ont.

Meakins Brush Co., Limited, Montreal, Que.

Nelson, H. W., & Co., Limited, Toronto, Ont. (Adv. page 1093.)

Simms, T. S., & Co., Limited, St. John, N.B.

Stevens-Hepner Co., Limited, Port Elgin, Ont.

Thomas Bros., Limited, St. Thomas, Ont.

Woods, Walter, & Co., Hamilton, Ont.

312 BROOMS, Stable.

Boeckh Bros. Co., Limited, The, Toronto, Ont. (Adv. page 1100.)

Stevens-Hepner Co., Limited, Port Elgin, Ont.

313 BROUGHS and VICTORIAS.

See Carriages.

314 BRUSH BACKS.

See Backs and Blocks, Brush.

315 BRUSHES.

Boeckh Bros. Co., Limited, The, Toronto, Ont. (Adv. page 1100.)

Meakins & Sons, Hamilton, Ont.

Meakins Brush Co., Limited, Montreal, Que.

Salverds, E. B., Preston, Ont.

Simms, T. S., & Co., Limited, St. John, N.B.

Stevens-Hepner Co., Limited, Port Elgin, Ont.

Thomas Bros., Limited, St. Thomas, Ont.

317 BRUSHES, Painters'.

Boeckh Bros. Co., Limited, The, Toronto, Ont. (Adv. page 1100.)

Meakins & Sons, Hamilton, Ont.

Meakins Brush Co., Limited, Montreal, Que.

Simms, T. S., & Co., Limited, St. John, N.B.

Thomas Bros., Limited, St. Thomas, Ont.

318 BRUSHES, Shaving.

Gillette Safety Razor Co., of Canada, Limited, Montreal, Que.

319 BRUSHES, Stable.

Boeckh Bros. Co., Limited, The, Toronto, Ont. (Adv. page 1100.)

Meakins & Sons, Hamilton, Ont.

Salverds, E. B., Preston, Ont.

Simms, T. S., & Co., Limited, St. John, N.B.

Stevens-Hepner Co., Limited, Port Elgin, Ont.

Thomas Bros., Limited, St. Thomas, Ont.

320 BRUSHES, Steel Wire.

Greening, The B., Wire Co., Limited, Hamilton, Ont. (Adv. page 1096.)

Meakins Brush Co., Limited, Montreal, Que.

321 BUCKETS, Coal, Dredge and Ore.

Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902.)

Beatty, M., & Sons, Limited, Welland, Ont. (Adv. page 888.)

Hamilton Bridge Works Co., Limited, The, Hamilton, Ont. (Adv. page 883.)

Hammant Steel Car & Engineering Works, Hamilton, Ont.

Jenckes Machine Co., Limited, The, Sherbrooke, Que.

Marsh & Henthorn, Limited, Belleville, Ont.

Matheson, L., & Co., Limited, New Glasgow, N.S.

Mussens, Limited, Montreal, Que.

Waterous Engine Works Co., Limited, Brantford, Ont. (Adv. page 889.)

322 BUCKETS, Elevator.

Metal Shingle & Siding Co., Limited, Preston, Ont. (Adv. page 1083.)

Davidson, The Thos., Mfg. Co., Limited, Montreal, Que. (Adv. page 1130.)

Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)

Boeckh Bros. Co., Limited, The, Toronto, Ont. (Adv. page 1100.)

Eddy, The E. B., Co., Limited, Hull, Que.

McKinnon Dash & Metal Works Co., Limited, St. Catharines, Ont.

Parmenter & Bulloch Co., Limited, The, Gananoque, Ont.

Parmenter & Bulloch Co., Limited, The, Gananoque, Ont.

Parmenter & Bulloch Co., Limited, The, Gananoque, Ont.

Parmenter & Bulloch Co., Limited, The, Gananoque, Ont.

325 BUCKLES.

McKinnon Dash & Metal Works Co., Limited, St. Catharines, Ont.

Parmenter & Bulloch Co., Limited, The, Gananoque, Ont.

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Parmenter & Bulloch Co., Limited, The, Gananoque, Ont.

Canadian Bridge Co., Limited, The, Walkerville, Ont. (Adv. page 1106.)

Dominion Bridge Co., Limited, Montreal, Que. (Adv. page 1106.)

Hamilton Bridge Works Co., Limited, The, Hamilton, Ont. (Adv. page 883.)

McGregor & McIntyre, Limited, Toronto, Ont.

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McGregor & McIntyre, Limited, Toronto, Ont.

Fleming, James, St. John, N.B.

Hamilton Bridge Works Co., Limited, The, Hamilton, Ont. (Adv. page 883.)

Hamilton, Wm., Co., Limited, Peterborough, Ont.

Jenckes Machine Co., Limited, The, Sherbrooke, Que.

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C

- 360 CABINET WORK.**
See Cabinets and Furniture.
- 361 CABINETS, Book and Catalogue.**
See Bookcases.
- 362 CABINETS, Card Index.**
Globe-Wernicke Co., Limited, The, Stratford, Ont.
Office Specialty Mfg. Co., Limited, Toronto, Ont.
- 363 CABINETS, China.**
Beach Furniture Co., Cornwall, Ont.
Berlin Furniture Co., Limited, The, Berlin, Ont.
Hespeler Furniture Co., Limited, The, Hespeler, Ont.
Meaford Mfg. Co., Limited, The, Meaford, Ont.
- 364 CABINETS, Fancy.**
Burton & Baldwin Mfg. Co., Limited, The, Hamilton, Ont.
Canada Furniture Mfrs., Limited, Woodstock, Ont.
Castle & Son, Montreal, Que.
Clatworthy & Son, Toronto, Ont.
Coulter, The J., Co., Limited, Toronto, Ont.
Gibbard Furniture Co., of Napanee, Limited, The, Napanee, Ont.
Goderich Organ Co., Limited, The, Goderich, Ont. (Adv. page 1135.)
Hespeler Furniture Co., Limited, The, Hespeler, Ont.
Hibner, The D., Furniture Co., Limited, Berlin, Ont.
McLagan, The George, Furniture Co., Limited, Stratford, Ont.
Malcolm & Souter Furniture Co., Limited, Hamilton, Ont.
Ornamental Wood, Limited, Toronto, Ont.
Paquet & Godbout, St. Hyacinthe, Que.
Randall, G. H., & Co., Montreal, Que.
World Furnishing Co., Limited, The, Orillia, Ont.
- 365 CABINETS, Filing.**
Canada Furniture Mfrs., Limited, Woodstock, Ont.
Canadian Office & School Furniture Co., Limited, The, Preston, Ont. (Adv. page 1118.)
Globe-Wernicke Co., Limited, The, Stratford, Ont.
Library Bureau of Canada, Limited, Ottawa, Ont.
Office Specialty Mfg. Co., Limited, Toronto, Ont.
- 366 CABINETS, Fireproof, Motor and Moving Picture Machine.**
Ormsby, A. B., Limited, Toronto, Ont. (Adv. page 1096.)
- 367 CABINETS, Kitchen.**
Campbell, The Manson Co., Limited, Chatham, Ont. (Adv. page 1128.)
Hourd & Co., Limited, London, Ont.
Lee Mfg. Co., Limited, Pembroke, Ont.
Listowel Furniture Co., Limited, The, Listowel, Ont.
Meaford Mfg. Co., Limited, The, Meaford, Ont.
World Furnishing Co., Limited, The, Orillia, Ont.
- 368 CABINETS, Map.**
Hendry, The Geo. M., Co., Limited, Toronto, Ont.
- 369 CABINETS, Medicine.**
Hay & Co., Woodstock, Ont.
Hourd & Co., Limited, London, Ont.
Meaford Mfg. Co., Limited, The, Meaford, Ont.
Mundell, John C., & Co., Elora, Ont.
Williams Mfg. Co., Limited, The, Montreal, Que.
- 370 CABINETS, Metallic.**
Eclipse Mfg. Co., Limited, The, Ottawa, Ont.
Office Specialty Mfg. Co., Limited, Toronto, Ont.
- 371 CABINETS, Silverware.**
Coulter, The J., Co., Limited, Toronto, Ont.
- Ellis, P. W., & Co., Limited, Toronto, Ont. (Adv. page 1121.)
- 372 CABLES, Cableway.**
Dominion Wire Rope Co., Limited, Montreal, Que.
Parkin Elevator Co., Limited, The, Hespeler, Ont. (Adv. page 1101.)
- 373 CABLES, Electric, Telegraph and Telephone.**
Canadian General Electric Co., Limited, Toronto, Ont. (Adv. page 1077.)
Dominion Wire Mfg. Co., Limited, Montreal, Que.
Phillips, Eugene F., Electrical Works, Limited, Montreal, Que. (Adv. page 1135.)
Wilson, James, Merritton, Ont.
Wire & Cable Co., The, Montreal, Que. (Adv. page 1131.)
- 374 CABLES, Hemp, Manilla, etc.**
Consumers Cordage Co., Limited, Montreal, Que.
- 375 CABLES, Railway Ballast.**
Dominion Wire Mfg. Co., Limited, Montreal, Que.
Dominion Wire Rope Co., Limited, Montreal, Que.
Greening, The B., Wire Co., Limited, Hamilton, Ont. (Adv. page 1096.)
Wilson, James, Merritton, Ont.
- 376 CABLEWAYS.**
Beatty, M., & Sons, Limited, Welland, Ont. (Adv. page 888.)
Jenckes Machine Co., Limited, The, Sherbrooke, Que.
- 377 CAGES, Bird.**
Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)
Wright, E. T., & Co., Hamilton, Ont.
- 378 CAGES, Mine.**
Jenckes Machine Co., Limited, The, Sherbrooke, Que.
Matheson, L., & Co., Limited, New Glasgow, N.S.
- 379 CAKE, Linseed.**
See Oil Cake, Linseed.
- 380 CALCIUM CARBIDE.**
See Carbide of Calcium.
- 381 CALCULAGRAPHS.**
Northern Electric & Mfg. Co., Limited, The, Montreal, Que. (Adv. page 1078.)
- 382 CALENDARS.**
See Lithographers or Printers, Job.
- 383 CALIPERS.**
Lufkin Rule Co., of Canada, Limited, The, Windsor, Ont. (Adv. page 1133.)
- 384 CAULKS, Boot, Lumbermen's Driving.**
Canada Screw Co., Limited, The, Hamilton, Ont. (Adv. page 1123.)
- 385 CAULKS, Horseshoe.**
Gilmour Bros. & Co., Montreal, Que.
Pender, James, & Co., Limited, St. John, N.B.
- 386 CAMERAS.**
Canadian Kodak Co., Limited, Toronto, Ont. (Adv. page 922.)
- 387 CAMPING OUTFITS AND SUPPLIES.**
See Awnings and Tents, and Bags, Camping, etc.
- 388 CAMS.**
Jenckes Machine Co., Limited, The, Sherbrooke, Que.
Turner, John, & Son, Toronto, Ont.
Waterous Engine Works Co., Limited, Brantford, Ont. (Adv. page 889.)
- 389 CANDLES.**
Canadian Oil Companies, Limited, Toronto, Ont.
- Imperial Oil Co., Limited, The, Montreal, Que.
Queen City Oil Co., Limited, The, Toronto, Ont. (Adv. page 1134.)
St. Johns Straw Works Co., Limited, St. Johns, Que.
- 390 CANNED FISH.**
See Fish.
- 391 CANNED FRUIT.**
See Fruit, Canned.
- 392 CANNED MEAT.**
See Meat, Canned.
- 393 CANNED VEGETABLES.**
See Vegetables, Canned.
- 394 CANOES.**
Canadian Canoe Co., Limited, The, Peterborough, Ont.
Chestnut Canoe Co., Limited, Fredericton, N.B.
Dean, Walter, Toronto, Ont.
Ditchburn, The H., Boat Mfg. Co., Limited, Gravenhurst, Ont.
English, The Wm., Canoe Co., Peterborough, Ont.
Gidley, H. E., & Co., Penetanguishene, Ont.
Peterborough Canoe Co., Limited, The, Peterborough, Ont.
Ross, Henry, Indian Lorette, Que.
- 395 CANS, Ash and Paper, Corrugated.**
Corrugated Pipe Co., Limited, Stratford, Ont.
- 396 CANS, Grocers'.**
American Can Co., Montreal, Que. (Adv. page 1143.)
Emerson & Fisher, Limited, St. John, N.B.
Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)
Kemp Mfg. & Metal Co., Limited, The, Winnipeg, Man.
Macdonald Mfg. Co., Limited, Toronto, Ont. (Adv. page 1086.)
Norton Mfg. Co., Hamilton, Ont.
Sanitary Can Co., Limited, Niagara Falls, Ont.
- 397 CANS (Key Opening).**
American Can Co., Montreal, Que. (Adv. page 1143.)
- 398 CANS, Milk, Factory and Railway.**
American Can Co., Montreal, Que. (Adv. page 1143.)
Aubry, A., & Fils, Montreal, Que.
Davidson, The Thos., Mfg. Co., Limited, Montreal, Que. (Adv. page 1130.)
Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)
McClary Mfg. Co., The, London, Ont. (Adv. page 913.)
Norton Mfg. Co., Hamilton, Ont.
Richardson, C. & Co., St. Mary's, Ont.
Stevley, Wm., & Son, London, Ont.
- 399 CANS, Oil, Household.**
Emerson & Fisher, Limited, St. John, N.B.
Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)
Macdonald Mfg. Co., Limited, Toronto, Ont. (Adv. page 1087.)
- 400 CANS, Oil (for machinery, etc.)**
Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
- 401 CANS, Oil Waste, Galvanized.**
Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)
Ormsby, A. B., Limited, Toronto, Ont. (Adv. page 1096.)
Reed, Geo. W., & Co., Limited, Montreal, Que.
Wheeler & Bain, Toronto, Ont.
- 402 CANS, Paint and Varnish.**
American Can Co., Montreal, Que. (Adv. page 1143.)
Whittall, A. R., Montreal, Que.
- 403 CANS, Special.**
American Can Co., Montreal, Que. (Adv. page 1143.)
Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)
Kemp Mfg. & Metal Co., Limited, The, Winnipeg, Man.
- 404 CANS, Tin, Fruit, Vegetable, Meat, Syrup, Baking Powder, etc.**
American Can Co., Montreal, Que. (Adv. page 1143.)
Aubry, A., & Fils, Montreal, Que.
Grimm Mfg. Co., The, Montreal, Que.
Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)
Kemp Mfg. & Metal Co., Limited, The, Winnipeg, Man.
Macdonald Mfg. Co., Limited, Toronto, Ont. (Adv. page 1086.)
Norton Mfg. Co., Hamilton, Ont.
Sanitary Can Co., Limited, Niagara Falls, Ont.
Standard Tin Works, Limited, Toronto, Ont.
Whittall, A. R., Montreal, Que.
- 405 CANTHOOKS.**
McFarlane-Neill Mfg. Co., Limited, St. Mary's, N.B.
Pink, Thomas, Pembroke, Ont.
- 406 CANVAS.**
Imperial Cotton Co., Limited, Hamilton, Ont. (Adv. page 917.)
Montreal Cotton Co., Valleyfield, Que.
- 407 CANVAS, Decorators' Prepared.**
Dominion Oil Cloth Co., Limited, The, Montreal, Que. (Adv. page 918.)
- 408 CANVAS, Tailors' Coat Collar.**
Smart Bag Co., Limited, The, Montreal, Que. (Adv. page 1098.)
- 409 CAPS, Blasting.**
Dominion Cartridge Co., Limited, Montreal, Que.
- 410 CAPS, Cloth.**
Allan, A. A., & Co., Limited, Toronto, Ont.
Ansley, A., & Co., Toronto, Ont.
Bruce Mfg. Co., Toronto, Ont.
Eastern Hat & Cap Mfg. Co., Limited, Truro, N.S.
Fraser, F. C., & Co., London, Ont.
Hastings, T. W., Cap Mfg. Co., London, Ont.
Maritime Hat & Cap Co., The, Truro, N.S.
Palter Bros., Toronto, Ont.
Peck, John W., & Co., Limited, Montreal, Que.
Punchard, Chas. C., & Co., Toronto, Ont.
Swift, Copland & Co., Limited, Montreal, Que.
Waldron, Drouin Co., Limited, Montreal, Que.
- 411 CAPS, Fruit Jar.**
Ontario Lantern & Lamp Co., Limited, Hamilton, Ont.
- 412 CAPS, Fur.**
Allan, A. A., & Co., Toronto, Ont.
Berlin Glove & Gauntlet Co., Berlin, Ont.
Boulter, Waugh & Co., Limited, Montreal, Que.
Brereton & Manning, Toronto, Ont.
Dechene & Poulin, Quebec, Que.
Holt, Renfrew & Co., Quebec, Que.
Laliberte, J. B., Quebec, Que.
Swift, Copland & Co., Limited, Montreal, Que.
Waldron, Drouin Co., Limited, Montreal, Que.
- 413 CAPS, Knit.**
Forbes, The R., Co., Limited, Hespeler, Ont.
- 414 CAPS, Leather.**
Fraser, F. C., & Co., London, Ont.
Punchard, Chas. C., & Co., Toronto, Ont.
- 415 CAPS, Rubber.**
Canadian Rubber Co., Limited, Montreal, Que. (Adv. Outside Back Cover.)
- 416 CAPS AND HELMETS, Uniform.**
Scully, William, Montreal, Que.
- 417 CAPES, Oiled.**
Tower Canadian Oiled Clothing Co., Limited, Toronto, Ont.

418 CAPES, Rubber.

Canadian Rubber Co., Limited, Montreal, Que. (Adv. Outside Back Cover.)

419 CAPSTANS, Ship.

Doty Engine Works Co., Limited, The, Goderich, Ont.
Hamilton, Wm. Co., Limited, Peterborough, Ont.
Matheson, I. & Co., Limited, New Glasgow, N.S.
Polson Iron Works, Limited, Toronto, Ont. (Adv. page 1128.)
Selby & Youlden, Limited, Kingston, Ont.
Windsor Foundry & Machine Co., Limited, Windsor, N.S.

420 CAPSULES.

Ewing, S. H., & Sons, Montreal, Que.
Freyseng Cork Co., Limited, Toronto, Ont.
Frosst, Chas. E., & Co., Montreal, Que.
Parke, Davis & Co., Walkerville, Ont.

421 CARBIDE OF CALCIUM.

Shawinigan Carbide Co., Limited, The, Montreal, Que.
Willson Carbide Co., Limited, St. Catharines, Ont.

422 CARBONATED GOODS.

See Water, Aerated.

423 CARBONATORS.

Aluminum & Crown Stopper Co., Toronto, Ont.
Fletcher Mfg. Co., Limited, Toronto, Ont.
McLaughlin, J. J., Limited, Toronto, Ont.

424 CARBURETORS.

Chadwick Bros., Hamilton, Ont.

425 CARDBOARD.

Canada Coating Mills, Limited, Georgetown, Ont.
Consolidated Lithographing & Mfg. Co., Limited, Montreal, Que.
Jonquiere Pulp Co., The, Jonquiere, Que.
Ritchie & Ramsay, Limited, Toronto, Ont. (Adv. page 931.)

426 CARDS, Index and Filing.

Davis & Henderson, Toronto, Ont.
Duncan, Robert, & Co., Hamilton, Ont.
Globe-Wernicke Co., Limited, The, Stratford, Ont.
Johnston, W. S., & Co., Toronto, Ont.
Office Specialty Mfg. Co., Limited, Toronto, Ont.

427 CARDS, Jewelry.

Coulter, The J., Co., Limited, Toronto, Ont.
Long, A. E., & Co., Limited, Toronto, Ont.

428 CARDS, Playing.

Consolidated Lithographing & Mfg. Co., Limited, Montreal, Que.
Copp, Clark Co., Limited, The, Toronto, Ont.
Montreal Lithographing Co., Limited, The, Montreal, Que. (Adv. page 930.)

429 CARDS, Sample.

Canada Paper Box Co., Limited, Montreal, Que.
Collett, E. B., Toronto, Ont.
Imperial Paper Box Co., Toronto, Ont.
Mace, Geo. A., & Co., Montreal, Que.

430 CARDS, Show.

Benallack Lithographing & Printing Co., The, Montreal, Que.
Bulman Bros., Limited, Winnipeg, Man.
Consolidated Lithographing & Mfg. Co., Limited, Montreal, Que.
Grip, Limited, Toronto, Ont.
Harris Lithographing Co., The, Toronto, Ont.
Hough Lithographing Co., Limited, The, Toronto, Ont.

Howell Lithographing Co., Hamilton, Ont.
London Printing & Lithographing Co., The, London, Ont.
Martel Stewart Co., Limited, The, Montreal, Que.

Reid Press, Limited, The, Hamilton, Ont.
Rolph & Clark, Limited, Toronto, Ont. (Adv. page 925.)
Smith, The David, Engraving & Lithographing Co., Toronto, Ont. (Adv. page 933.)
Toronto Lithographing Co., Limited, The, Toronto, Ont. (Adv. page 926.)

431 CARPET FELT.

See Felt, Carpet.

432 CARPET LININGS.

See Linings, Carpet.

433 CARPETS, Axminster.

Brussels, Ingrain, Smyrna, Wilton.
Canadian Axminster Co., Limited, The, Hamilton, Ont.
Canadian Carpet Co., Milton, Ont.
Guelph Carpet Mills Co., Limited, The, Guelph, Ont.
Toronto Carpet Mfg. Co., Limited, Toronto, Ont.

444 CARPETS, Carriage,

Church, Lodge, Railway, Steamer, etc.
Canadian Axminster Co., Limited, The, Hamilton, Ont.
Guelph Carpet Mills Co., Limited, The, Guelph, Ont.
Toronto Carpet Mfg. Co., Limited, Toronto, Ont.

445 CARPET, Cork.

Dominion Oil Cloth Co., Limited, The, Montreal, Que. (Adv. page 918.)

446 CARRIAGE BODIES IN THE WHITE.

Armstrong, The J. B., Mfg. Co., Limited, Guelph, Ont.
Conboy Carriage Co., Limited, The, Toronto, Ont.
Gray, The Wm., & Sons Co., Limited, Chatham, Ont.
Guelph Carriage Top Co., Guelph, Ont.

447 CARRIAGE PARTS.

Ackland, D., & Son, Limited, Winnipeg, Man.
Canada Wheel Works, Limited, The, Merriton, Ont. (Adv. page 1079.)
Chatham Bent Goods Co., Limited, Chatham, Ont.
Conboy Carriage Co., Limited, The, Toronto, Ont.
Finlay, J., & Sons Co., Norwood, Ont.
Guelph Carriage Top Co., Guelph, Ont.
Heard, John, & Co., St. Thomas, Ont.
Hore, F. W., & Son, Limited, Hamilton, Ont.
McKinnon Dash & Metal Works Co., Limited, St. Catharines, Ont. (Adv. Inside Front Cover)
Scott, R., & Son, Limited, Galt, Ont.
Skinner Co., Limited, The, Gananoque, Ont.
West Lorne Wagon Co., Limited, The, West Lorne, Ont.
Windsor Turned Goods Co., Limited, Windsor, Ont.

448 CARRIAGE TOPS.

Armstrong, The J. B., Mfg. Co., Limited, Guelph, Ont.
Conboy Carriage Co., Limited, The, Toronto, Ont.
Guelph Carriage Top Co., Guelph, Ont.

449 CARRIAGES.

Armstrong, The J. B., Mfg. Co., Limited, Guelph, Ont.
Boyce Carriage Co., The, Winnipeg, Man.
Brantford Carriage Co., Limited, The, Brantford, Ont.
Brown, S., Toronto, Ont.
Canada Carriage Co., The, Brockville, Ont.
Conboy Carriage Co., Limited, The, Toronto, Ont.

Dominion Carriage Co., Limited, Toronto, Ont.
Granby Carriage Co., The, Granby, Que.
Gray, The Wm., & Sons Co., Limited, Chatham, Ont.
Greer, A. B., London, Ont.
Guy, Matthew, Oshawa, Ont.
Heney, E. N., Co., Limited, Montreal, Que.
Hutchinson & Son, Toronto, Ont.
Lariviere, The A. C., Co., Montreal, Que.

Lochrie, James, Toronto, Ont.
McKie, The R., Buggy Co., Platts-ville, Ont.
McLaughlin Carriage Co., Limited, Oshawa, Ont.
Mitchell & Co., Ingersoll, Ont.
Mount Forest Carriage Co., Limited, The, Mount Forest, Ont.
Munro & McIntosh Carriage Co., Limited, The, Alexandria, Ont.
Shanahan Carriage Co., The, Penetanguishene, Ont.
Simpson, I., Mfg., Co., Brantford, Ont.
Tremblay, F., & Co., Montreal, Que.
Truro Carriage Co., Truro, N.S.
Tudhope Carriage Co., Limited, The, Orillia, Ont.
Whitaker, Wm., & Sons, Oakville, Ont.

450 CARRIAGES, Baby, Reed and Rattan.

Canada Furniture Mfrs., Limited, Woodstock, Ont.
Gendron Mfg. Co., Limited, The, Toronto, Ont. (Adv. page 1118.)
Giddings, H. & F., & Co., Granby, Que.
Imperial Rattan Co., Limited, Walkerville, Ont. (Adv. page 1116.)
Smith, J. E., & Co., Windsor, N.S.

451 CARRIAGES, Saw Mill.

Hamilton, Wm., Co., Limited, Peterborough, Ont.
Mowry & Sons, Gravenhurst, Ont.
Plessisville, La Fonderie de, Plessisville, Que.
Watrous Engine Works Co., Limited, The, Brantford, Ont. (Adv. page 889.)

452 CARRIAGES & GO-CARTS, Doll.

Gendron Mfg. Co., Limited, The, Toronto, Ont. (Adv. page 1118.)

453 CARRIERS, Hay, Feed and Grain.

Beatty Bros., Fergus, Ont.
Cameron, Dunn Mfg. Co., Limited, The, Stratford, Ont.
Louden Machinery Co., Guelph, Ont.
McFarlane-Neill Mfg. Co., Limited, St. Mary's, N.B.
Stratford Mfg. Co., Limited, The, Stratford, Ont.

454 CARRIERS, Litter.

Beatty Bros., Fergus, Ont.
Louden Machinery Co., Guelph, Ont.
Wortman & Ward Co., Limited, The, London, Ont.

455 CARRIERS, MERCHANTISE.

Allith Mfg. Co., Limited, Hamilton, Ont.

456 CARS, Dump.

Canada Foundry Co., Limited, Toronto, Ont.
Crossen Car Mfg. Co., of Cobourg, Limited, The, Cobourg, Ont.
Dominion Car & Foundry Co., Limited, Montreal, Que.
Hamilton Bridge Works Co., Limited, The, Hamilton, Ont. (Adv. page 883.)
Hamilton, Wm., Co., Limited, Peterborough, Ont.
Hamman Steel Car & Engineering Works, Hamilton, Ont.
Jenckes Machine Co., Limited, The, Sherbrooke, Que.
Marsh & Henthorn, Limited, Belleville, Ont.
McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)
Meaford Wheelbarrow Co., Limited, The, Meaford, Ont.

Mussens, Limited, Montreal, Que.
Owen Sound Iron Works Co., Limited, The, Owen Sound, Ont.
Rathbun Co., The, Deseronto, Ont.
Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091.)
Toronto Pressed Steel Co., Limited, The, Toronto, Ont.
Western Iron Works, Limited, Winnipeg, Man. (Adv. page 1128.)

457 CARS, Electric.

Canada Car Co., Limited, Montreal, Que.
Crossen Car Mfg. Co., of Cobourg, Limited, The, Cobourg, Ont.
Dominion Car & Foundry Co., Limited, Montreal, Que.
Montreal Street Railway Co., Montreal, Que.
Preston Car & Coach Co., Limited, The, Preston, Ont.
Rhodes, Curry & Co., Limited, Amherst N.S. (Adv. page 1091.)

458 CARS, Elevator.

See Elevators, Factory, Etc.

459 CARS, Foundry.

Hamman Steel Car & Engineering Works, Hamilton, Ont.

460 CARS, Hand.

Bessette, La Cie J. & S., Ltee., Itherville, Que.
Canada Foundry Co., Limited, Toronto, Ont.
Crossen Car Mfg. Co., of Cobourg, Limited, The, Cobourg, Ont.
Hamilton Bridge Works Co., Limited, The, Hamilton, Ont. (Adv. page 883.)
Hamilton Facing Mill Co., Limited, Hamilton, Ont.
Hamilton, Wm., Co., Limited, Peterborough, Ont.
Hamman Steel Car & Engineering Works, Hamilton, Ont.
Marsh & Henthorn, Limited, Belleville, Ont.
Rhodes, Curry & Co., Limited, Amherst N.S. (Adv. page 1091.)

461 CARS, Lumber, Brick and Tile Drying.

Doig, A. E., & Co., Toronto, Ont.
Hamilton Bridge Works Co., Limited, The, Hamilton, Ont. (Adv. page 883.)
Hamilton, Wm., Co., Limited, Peterborough, Ont.
Hamman Steel Car & Engineering Works, Hamilton, Ont.
Sheldons, Limited, Galt, Ont. (Adv. page 1101.)

462 CARS, Mining.

Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902.)
Brown Machine Co., The, New Glasgow, N.S.
Canada Foundry Co., Limited, Toronto, Ont.
Crossen Car Mfg. Co., of Cobourg, Limited, The, Cobourg, Ont.
Cumming, J. W., & Son, New Glasgow, N.S.
Dominion Car & Foundry Co., Limited, Montreal, Que.
Hamilton Bridge Works Co., Limited, The, Hamilton, Ont. (Adv. page 883.)
Hamilton, Wm., Co., Limited, Peterborough, Ont.
Hamman Steel Car & Engineering Works, Montreal, Que.
Jenckes Machine Co., Limited, The, Sherbrooke, Que.
Manitoba Bridge & Iron Works, Limited, The, Winnipeg, Man.
Marsh & Henthorn, Limited, Belleville, Ont.
Matheson, I., & Co., Limited, New Glasgow, N.S.
McNeil, Wm. P., & Co., New Glasgow, N.S.
Rathbun Co., The, Deseronto, Ont.
Rhodes, Curry & Co., Limited, Amherst N.S. (Adv. page 1091.)
Vancouver Engineering Works, Limited, Vancouver, B.C.

- Western Iron Works, Limited, Winnipeg, Man. (Adv. page 1128.)
- 463 CARS, Motor.**
See Automobiles.
- 464 CARS, Mud.**
Doig, A. E., & Co., Toronto, Ont. Hamilton Bridge Works Co., Limited, The, Hamilton, Ont. (Adv. page 883.)
Hamman Steel Car & Engineering Works, Hamilton, Ont.
- 465 CARS, Oil Tank.**
Canada Foundry Co., Limited, Toronto, Ont.
Crossen Car Mfg. Co., of Cobourg, Limited, The, Cobourg, Ont.
Hamman Steel Car & Engineering Works, Hamilton, Ont.
Jenckes Machine Co., Limited, The, Sherbrooke, Que.
Waterous Engine Works Co., Limited, Brantford, Ont. (Adv. page 889.)
- 466 CARS, Passenger, Parlor, Vestibule, Sleeping, Freight and Refrigerator.**
Canada Car Co., Limited, Montreal, Que.
Crossen Car Mfg. Co., of Cobourg, Limited, The, Cobourg, Ont.
Dominion Car & Foundry Co., Limited, Montreal, Que. (Adv. page 887.)
Preston Car & Coach Co., Limited, Preston, Ont.
Rathbun Co., The, Deseronto, Ont.
Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091.)
- 467 CARS, Railway Motor.**
Canada Cycle & Motor Co., Limited, West Toronto, Ont. (Adv. page 936.)
- 468 CARTONS, Spice & Jelly Powder.**
Harris Lithographing Co., The, Toronto, Ont.
- 469 CARTRIDGES.**
Dominion Cartridge Co., Limited, Montreal, Que.
- 470 CARTS.**
See Carriages.
- 471 CARTS, Dump.**
Adams Wagon Co., Limited, Brantford, Ont.
Bain Wagon Co., Limited, The, Woodstock, Ont.
Chatham Wagon Co., Limited, The, Chatham, Ont.
Jennings, A., & Co., Montreal, Que.
Meaford Wheelbarrow Co., Limited, The, Meaford, Ont.
Mussens, Limited, Montreal, Que.
Petrolia Wagon Co., Limited, Petrolia, Ont.
Sawyer & Massey Co., Limited, Hamilton, Ont.
Toronto Pressed Steel Co., Limited, The, Toronto, Ont.
West Lorne Wagon Co., Limited, West Lorne, Ont.
Wilkinson Plow Co., Toronto, Ont.
Woodstock Wagon & Mfg. Co., Limited, The, Woodstock, Ont.
- 472 CARTS, Hand.**
Gendron Mfg. Co., Limited, The, Toronto, Ont. (Adv. page 1118.)
- 473 CARTS, Rapid Delivery.**
Freeman, The W. A., Co., Limited, Hamilton, Ont.
- 474 CASE GOODS.**
See Furniture.
- 475 CASES, Egg.**
Barchard & Co., Limited, Toronto, Ont.
Cushing Bros. Co., Limited, Calgary, Alta.
Czerwinski Box Co., Limited, The, Winnipeg, Man.
- Esplin, G. & J., Montreal, Que.
Gilmour Door Co., Limited, The, Trenton, Ont.
- 476 CASES, Jewelry.**
Coulter, The J., Co., Limited, Toronto, Ont.
Ellis, P. W., & Co., Limited, Toronto, Ont. (Adv. page 1121.)
Wade Mfg. Co., Dundas, Ont.
- 477 CASES, Leather (Dressing, Fancy, Shaving, Toilet, Etc.**
Brown Bros., Limited, The, Toronto, Ont. (Adv. page 930.)
Coulter, The J., Co., Limited, Toronto, Ont.
Eveleigh, J., & Co., Limited, Montreal, Que.
General Leather Goods, Limited, Toronto, Ont.
Kellys, Limited, Halifax, N.S.
Sale, The Julian, Leather Goods Co., Limited, Toronto, Ont.
Trunk & Leather Goods Co., Toronto, Ont.
Winnett & Wellinger, Limited, Toronto, Ont.
Young Bros., Toronto, Ont.
- 478 CASES FOR MUSICAL INSTRUMENTS.**
Whaley, Royce & Co., Limited, Toronto, Ont.
Williams, The R. S., & Sons Co., Limited, Toronto, Ont.
- 479 CASES, Packing, Corrugated, Collapsible.**
Elliott Mfg. Co., The, Toronto, Ont.
Martin Corrugated Paper and Box Co., Limited, The, Toronto, Ont. (Adv. page 1112.)
- 480 CASES, Packing, Wooden.**
See Boxes, Wooden, Packing and Shook.
- 481 CASES, Piano.**
Sherlock-Manning Organ Co., The, London, Ont.
- 482 CASES, Sample (Leather).**
Christie Bros., & Co., Limited, Amherst, N.S.
Lamontagne Limited, Montreal, Que.
Langmuir, The M., Mfg. Co., of Toronto, Limited, Toronto, Ont. (Adv. page 920.)
- 483 CASES, Shipping.**
See Boxes, Wooden, Packing and Shook.
- 484 CASES, Show.**
Berlin Interior Hardwood Co., Limited, The, Berlin, Ont.
Brunswick-Balke-Collender Co., Toronto, Ont.
Burton & Baldwin Mfg. Co., Limited, The, Hamilton, Ont.
Christie Woodworking Co., Limited, The, St. John, N.B.
Clatworthy & Son, Toronto, Ont.
Cushing Bros. Co., Limited, Calgary, Alta.
Dominion Office & Store Fitting Co., Limited, London, Ont.
Gignac, Beland & Cie, Quebec, Que.
Hadley, The S., Lumber Co., Limited, Chatham, Ont.
Jones Bros., & Co., Limited, Toronto, Ont.
Knight Bros. Co., Limited, The, Burk's Falls, Ont.
Murray, G. W., Co., Limited, Winnipeg, Man.
Paquet & Godbout, St. Hyacinthe, Que.
Piggott, J., & Sons, Chatham, Ont.
Reardon, Frank, Halifax, N.S.
Spencer Bros. & Turner, Limited, Truro, N.S.
Walker Bin & Store Fixture Co., Limited, The, Berlin, Ont.
Weiler Bros., Victoria, B.C.
Winnipeg Paint & Glass Co., Limited, The, Winnipeg, Man.
- 485 CASES, Suit.**
See Telescope and Suit Cases.
- 486 CASINGS, Pork, Sausage and Bologna.**
Freeman, The W. A., Co., Limited, Hamilton, Ont.
- Gallagher-Hull Meat & Packing Co., Limited, The, Edmonton, Alta.
Harris, W., & Co., Toronto, Ont. (Adv. page 1102.)
- 487 CASINGS, Wood.**
Cushing Bros. Co., Limited, Calgary, Alta.
Heaps, E. H., & Co., Vancouver, B.C.
Robinson-McKenzie Lumber Co., Limited, Cranbrook, B.C.
Terminal Lumber & Shingle Co., Limited, The, Vancouver, B.C.
Walton, Geo., & Co., Belleville, Ont.
- 488 CASKETS AND COFFINS.**
Christie Bros. & Co., Limited, Amherst, N.S.
Elliott, James S., & Son, Prescott, Ont.
Girard & Godin, Three Rivers, Que.
Globe Casket Co., The, London, Ont.
National Casket Co., Toronto, Ont.
Sennens & Eves Casket Co., Limited, The, Hamilton, Ont.
Thompson, The D. W., Co., Limited, Toronto, Ont.
- 489 CASKETS AND COFFINS, Metallic.**
Girard & Godin, Three Rivers, Que.
- 490 CASTERS, Furniture.**
Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)
- 491 CASTINGS, Aluminum.**
Albion Iron Works Co., Limited, Vancouver, B.C.
Canada Metal Co., Limited, The, Toronto, Ont. (Adv. page 1122.)
Cuthbert, W. R., & Co., Montreal, Que.
Gies, Philip, Berlin, Ont.
Lumen Bearing Co., West Toronto, Ont. (Adv. page 1111.)
Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
Niagara Falls Machine & Foundry Co., Limited, Niagara Falls, Ont. (Adv. page 1107.)
Tallman Brass & Metal Co., Hamilton, Ont. (Adv. page 1122.)
Valleyfield Iron Works, Valleyfield, Que.
- 492 CASTINGS, Brass.**
Albion Iron Works Co., Limited, Vancouver, B.C.
Barber, Chas., & Sons, Meaford, Ont.
Belleville Hardware Co., Limited, The, Belleville, Ont.
Brass & Steel Goods, Limited, Belleville, Ont.
Canada Iron Corporation, Limited, Montreal, Que. (Adv. page 1126.)
Canada Metal Co., Limited, The, Toronto, Ont. (Adv. page 1122.)
Canadian Brass Co., Limited, Galt, Ont.
Carriage Mountings Co., Limited, The, Niagara Falls, Ont.
Chadwick Bros., Hamilton, Ont.
Crossen Car Mfg. Co., of Cobourg, Limited, The, Cobourg, Ont.
Cuthbert, W. R., & Co., Montreal, Que.
Dennis Wire & Iron Works Co., Limited, London, Ont. (Adv. page 1120.)
Empire Mfg. Co., Limited, London, Ont.
Fleck, Alexander, Limited, Ottawa, Ont.
Fleming, James, St. John, N.B.
Garth Co., The, Montreal, Que.
Gies, Philip, Berlin, Ont.
Hahn Brass Co., Limited, The, New Hamburg, Ont.
Hall Engineering Works, The, Montreal, Que.
Hamilton, Wm., Co., Limited, Peterborough, Ont.
Hutchison & Sticht, Montreal, Que.
Jenckes Machine Co., Limited, The, Sherbrooke, Que.
- Jenckes Brass Mfg. Co. Limited, Montreal, Que.
Keith & Fitzsimons Co., Limited, The, Toronto, Ont.
Kerr Engine Co., Limited, The, Walkerville, Ont. (Adv. page 891.)
Letson & Burpee, Limited, Vancouver, B.C.
Lumen Bearing Co., West Toronto, Ont. (Adv. page 1111.)
McAvity, T., & Sons, Ltd., St. John, N.B.
McKinnon Dash & Metal Works Co., Limited, St. Catharines, Ont. (Adv. Inside Front Cover.)
Matheson, I., & Co., Limited, New Glasgow, N.S.
Midland Engine Works Co., Midland, Ont.
Mitchell, The Robert, Co., Limited, Montreal, Que.
Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
Mowry & Sons, Gravenhurst, Ont.
Muskoka Foundry Co., Bracebridge, Ont.
National Hardware Co., Limited, Orillia, Ont.
New Burrell-Johnson Iron Co., Limited, The, Yarmouth, N.S.
Niagara Falls Machine & Foundry Co., Limited, Niagara Falls, Ont. (Adv. page 1107.)
Owen Sound Iron Works Co., Limited, The, Owen Sound, Ont.
Patterson & Heward, Toronto, Ont.
Payette, P., & Co., Penetanguishene, Ont.
Plessisville, La Fonderie de, Plessisville, Que.
Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091.)
Ross & Howard Iron Works Co., Limited, Vancouver, B.C.
Skinner Co., Limited, The, Gananoque, Ont.
Somerville, Limited, Toronto, Ont. (Adv. page 935.)
Tallman Brass & Metal Co., Hamilton, Ont. (Adv. page 1122.)
Taylor-Forbes Co., Limited, Guelph, Ont.
Toronto Brass Mfg. Co., Toronto, Ont.
Shaw & Mason, Limited, Sydney, N.S.
Spramotor Co., The, London, Ont.
Valleyfield Iron Works, Valleyfield, Que.
Vulcan Iron Works, Limited, The, Winnipeg, Man.
Wilson & Cousins, Toronto, Ont.
Windsor Foundry & Machine Co., Limited, Windsor, N.S.
- 493 CASTINGS, Bridge.**
Albion Iron Works Co., Limited, Vancouver, B.C.
Canada Foundry Co., Limited, Toronto, Ont.
Dickson Bridge Works Co., Limited, The, Campbellford, Ont. (Adv. page 1129.)
Fleck, Alexander, Limited, Ottawa, Ont.
Fleming, James, St. John, N.B.
Fraser Bros., New Glasgow, N.S.
Long, The E., Mfg. Co., Limited, Orillia, Ont.
McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)
Manitoba Bridge & Iron Works, Ltd., The, Winnipeg, Man.
Matheson, I., & Co., Limited, New Glasgow, N.S.
Midland Engine Works Co., Midland, Ont.
Mount Royal Foundry Co., Limited, The, Montreal, Que.
Mowry & Sons, Bracebridge, Ont.
Norsworthy, C., & Co., St. Thomas, Ont.
Parker Foundry Co., Limited, Montreal, Que.
Payette, P., & Co., Penetanguishene, Ont.
Western Iron Works, Limited, Winnipeg, Man. (Adv. page 1128.)
- 494 CASTINGS, Bronze.**
Albion Iron Works Co., Limited, Vancouver, B.C.
Barber, Chas., & Sons, Meaford, Ont.
Belleville Hardware Co., Limited, The, Belleville, Ont.

Canada Metal Co., Limited, The, Toronto, Ont. (Adv. page 1122.)
 Chadwick Bros., Hamilton, Ont.
 Cuthbert, W. R., & Co., Montreal, Que.
 Dennis Wire & Iron Works Co., Limited, London, Ont.
 Hall Engineering Works, Montreal, Que.

Hamilton, Wm., Co., Limited, Peterborough, Ont.
 Hutchison & Sticht, Montreal, Que.
 Jenckes Machine Co., Limited, The, Sherbrooke, Que.
 Lumen Bearing Co., West Toronto, Ont. (Adv. page 1111.)
 McKinnon Dash & Metal Works Co., Limited, St. Catharines, Ont. (Adv. Inside Front Cover.)

Midland Engine Works Co., Midland, Ont.
 Mitchell, The Robert, Co., Limited, Montreal, Que.
 Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

Mowry & Sons, Bracebridge, Ont.
 National Hardware Co., Limited, Orillia, Ont.
 Payette, P., & Co., Penetanguishene, Ont.

Niagara Falls Machine & Foundry Co., Limited, Niagara Falls, Ont. (Adv. page 1107.)
 Shaw & Mason, Limited, Sydney, N.S.

Tallman Brass & Metal Co., Hamilton, Ont. (Adv. page 1122.)

Taylor-Forbes Co., Limited, Guelph, Ont.
 Valleyfield Iron Works, Valleyfield, Que.
 Patterson & Heward, Toronto, Ont.

495 CASTINGS, Building and Store Front.

Albion Iron Works Co., Limited, Vancouver, B.C.
 Canada Foundry Co., Limited, Toronto, Ont.
 Canada Iron Corporation, Limited, The, Montreal, Que. (Adv. page 1126.)

Fleck, Alexander, Limited, Ottawa, Ont.

Fleming, James, St. John, N.B.
 Fraser Bros., New Glasgow, N.S.
 Gies, Philip, Berlin, Ont.
 Hamilton Bridge Works Co., Limited, The, Hamilton, Ont. (Adv. page 883.)

Hillis & Sons, Limited, Halifax, N.S.

Kerr & Coombes Foundry Co., Hamilton, Ont.

London Foundry Co., Limited, The, London, Ont.

Long, The E., Mfg. Co., Limited, Orillia, Ont.

Matheson, I., & Co., Limited, New Glasgow, N.S.

Midland Engine Works Co., Midland, Ont.

Mount Royal Foundry Co., Limited, The, Montreal, Que.

Mowry & Sons, Bracebridge, Ont.

New Burrell-Johnson Iron Co., Limited, The, Yarmouth, N.S.

Norsworthy, C., & Co., St. Thomas, Ont.

Oxford Foundry & Machine Co., Oxford, N.S.

Parker Foundry Co., Limited, Montreal, Que.

Payette, P., & Co., Penetanguishene, Ont.

Valleyfield Iron Works, Valleyfield, Que.

Vulcan Iron Works, Limited, The, Winnipeg, Man.

Watson, John, & Son, of Montreal, Limited, Montreal, Que. (Adv. page 1137.)

Western Iron Works, Limited, Winnipeg, Man. (Adv. page 1128.)

496 CASTINGS, Carriage and Agricultural Implement.

Fleming, James, St. John, N.B.

Mowry & Sons, Bracebridge, Ont.
 Ontario Malleable Iron Co., Limited, The, Oshawa, Ont.
 Parker Foundry Co., Limited, Montreal, Que.
 Pratt & Letchworth Co., Brantford, Ont.
 Shantz, P. E., Preston, Ont.
 Smith's Falls Malleable Castings Co., Limited, Smith's Falls, Ont.
 Walkerville Malleable Iron Co., Limited, Walkerville, Ont.

497 CASTINGS, Copper.

Albion Iron Works Co., Limited, Vancouver, B.C.
 Chadwick Bros., Hamilton, Ont.

Matheson, I., & Co., Limited, New Glasgow, N.S.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

Payette, P., & Co., Penetanguishene, Ont.

Shaw & Mason, Limited, Sydney, N.S.

Tallman Brass & Metal Co., Hamilton, Ont. (Adv. page 1122.)

498 CASTINGS, Furnace.

Amherst Foundry Co., Limited, Amherst, N.S.

Fleck, Alexander, Limited, Ottawa, Ont.

Fleming, James, St. John, N.B.

Fraser Bros., New Glasgow, N.S.

Gies, Philip, Berlin, Ont.

Guelph Stove Co., Limited, Guelph, Ont.

Gurney-Tilden Co., Limited, The, Hamilton, Ont. (Adv. page 912.)

Hillis & Sons, Limited, Halifax, N.S.

London Foundry Co., Limited, The, London, Ont.

Long, The E., Mfg. Co., Limited, Orillia, Ont.

Matheson, I., & Co., Limited, New Glasgow, N.S.

Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)

Mowry & Sons, Bracebridge, Ont.

New Burrell-Johnson Iron Co., Limited, The, Yarmouth, N.S.

Parker Foundry Co., Limited, Montreal, Que.

Payette, P., & Co., Penetanguishene, Ont.

Plessisville, La Fonderie de, Plessisville, Que.

Shaw & Mason, Limited, Sydney, N.S.

Star Iron Co., Limited, Montreal, Que.

Taylor-Forbes Co., Limited, Guelph, Ont.

499 CASTINGS, Grey Iron.

Albion Iron Works Co., Limited, Vancouver, B.C.

Barber, Chas., & Sons, Meaford, Ont.

Belanger, A., Montmagny, Que.

Bell, B., & Son Co., Limited, St. George, Ont.

Belleville Hardware Co., Limited, The, Belleville, Ont.

Bertrand, La Compagnie Manufacturiere F.X., St. Hyacinthe, Que.

Bowmanville Foundry Co., Limited, The, Bowmanville, Ont. (Adv. page 1129.)

Desjardins La Compagnie, St. Andre de Kamouraska, Que.

Dickson Bridge Works Co., Limited, Campbellford, Ont. (Adv. page 1129.)

Dodge Mfg. Co., of Toronto, Limited, Toronto, Ont. (Adv. page 903.)

Fleck, Alexander, Limited, Ottawa, Ont.

Fleming, James, St. John, N.B.

Fraser Bros., New Glasgow, N.S.

Gies, Philip, Berlin, Ont.

Gilson Mfg. Co., Limited, Guelph, Ont. (Adv. page 1120.)

Gurney, Tilden Co., Limited, The, Hamilton, Ont. (Adv. page 912.)

Hall Engineering Works, The, Montreal, Que.

Hamilton, Wm., Co., Limited, Peterborough, Ont.

Hillis & Sons, Limited, Halifax, N.S.

Inglis, The John, Co., Limited, Toronto, Ont. (Adv. page 890.)

Jenckes Machine Co., Limited, The, Sherbrooke, Que.
 Kennedy, The Wm., & Sons, Limited, Owen Sound, Ont.
 Kerr & Coombes Foundry Co., Limited, Hamilton, Ont.
 Kerr Engine Co., Limited, The, Walkerville, Ont. (Adv. page 891.)

London Foundry Co., Limited, The, London, Ont.

Long, The E., Mfg. Co., Limited, Orillia, Ont.

McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)

McLean, Holt & Co., St. John, N.B.

Matheson, I., & Co., Limited, New Glasgow, N.S.

Maxwell, David, & Sons, St. Mary's, Ont.

Midland Engine Works Co., Midland, Ont.

Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)

Mowry & Sons, Bracebridge, Ont.

National Hardware Co., Limited, Orillia, Ont.

New Burrell-Johnson Iron Co., Limited, The, Yarmouth, N.S.

New Hamburg Mfg. Co., Limited, New Hamburg, Ont.

Niagara Falls Machine & Foundry Co., Limited, Niagara Falls, Ont. (Adv. page 1107.)

Norsworthy, C., & Co., St. Thomas, Ont.

Ottawa Steel Casting Co., Limited, Ottawa, Ont.

Owen Sound Iron Works Co., Limited, The, Owen Sound, Ont.

Oxford Foundry & Machine Co., Oxford, N.S.

Parker Foundry Co., Limited, Montreal, Que.

Parkin Elevator Co., Limited, The, Hespeler, Ont. (Adv. page 1101.)

Payette, P., & Co., Penetanguishene, Ont.

Plessisville, La Fonderie de, Plessisville, Que.

Richardson, C., & Co., St. Mary's, Ont.

Shantz, I. E., & Co., Berlin, Ont.

Shaw & Mason, Limited, Sydney, N.S.

Stevens Co., of Galt, Limited, The, Galt, Ont.

Stewart, The James, Mfg. Co., Limited, Woodstock, Ont.

Taylor-Forbes Co., Limited, Guelph, Ont.

Valleyfield Iron Works, Valleyfield, Que.

Vancouver Engineering Works, Limited, Vancouver, B.C.

Watson, John, Mfg. Co., Limited, Ayr, Ont.

Western Iron Works, Limited, Winnipeg, Man. (Adv. page 1128.)

Williams Mfg. Co., Limited, The, Montreal, Que.

Woodstock Wind Motor Co., Limited, Woodstock, Ont.

500 CASTINGS, Iron (Agricultural).

Bell, B., & Son, Co., Limited, St. George, Ont.

Canada Foundry Co., Limited, Toronto, Ont.

Galt Malleable Iron Co., Limited, Galt, Ont. (Adv. page 1125.)

London Foundry Co., Limited, The, London, Ont.

Long, The E., Mfg. Co., Limited, Orillia, Ont.

Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)

Mowry & Sons, Bracebridge, Ont.

New Burrell-Johnson Iron Co., Limited, The, Yarmouth, N.S.

Norsworthy, C., & Co., St. Thomas, Ont.

Parker Foundry Co., Limited, Montreal, Que.

Pratt & Letchworth Co., Brantford, Ont.

Shantz, P. E., Preston, Ont.

Smith's Falls Malleable Castings Co., Limited, Smith's Falls, Ont.

Walkerville Malleable Iron Co., Limited, Walkerville, Ont.

501 CASTINGS, Iron (Heavy).

Albion Iron Works Co., Limited, Vancouver, B.C.

Amesse, P., Montreal, Que.

Amherst Foundry Co., Limited, Amherst, N.S.

Barber, Chas., & Sons, Meaford, Ont.

Bertrand, La Compagnie Manufacturiere F. X., St. Hyacinthe, Que.

Canada Car Co., Limited, Montreal, Que.

Canada Iron Corporation, Limited, Montreal, Que. (Adv. page 1126.)

Collingwood Shipbuilding Co., Limited, Collingwood, Ont.

Crossen Car Mfg. Co., of Cobourg, Limited, The, Cobourg, Ont.

Dickson Bridge Works Co., Limited, The, Campbellford, Ont. (Adv. page 1129.)

Fleck, Alexander, Limited, Ottawa, Ont.

Fleming, James, St. John, N.B.

Fraser Bros., New Glasgow, N.S.

Garth Co., The, Montreal, Que.

Gartshore-Thomson Pipe & Foundry Co., Limited, The, Hamilton, Ont. (Adv. page 1104.)

Gies, Philip, Berlin, Ont.

Goldie & McCulloch Co., Limited, Galt, Ont. (Adv. page 885.)

Hamilton, Wm., Co., Limited, Peterborough, Ont.

Hillis & Sons, Limited, Halifax, N.S.

Inglis, The John, Co., Limited, Toronto, Ont. (Adv. page 890.)

Jenckes Machine Co., Limited, The, Sherbrooke, Que.

Kennedy, The Wm., & Sons, Limited, Owen Sound, Ont.

Kerr Engine Co., Limited, The, Walkerville, Ont. (Adv. page 891.)

Leonard, E., & Sons, London, Ont. (Adv. page 883.)

Letson & Burpee, Limited, Vancouver, B.C.

London Foundry Co., Limited, The, London, Ont.

McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)

McDougall, The R., Co., Limited, Galt, Ont. (Adv. page 896.)

McLean, Holt & Co., St. John, N.B.

Manitoba Bridge & Iron Works, Limited, The, Winnipeg, Man.

Matheson, I., & Co., Limited, New Glasgow, N.S.

Midland Engine Works Co., Midland, Ont.

Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)

Mount Royal Foundry Co., Limited, The, Montreal, Que.

Mowry & Sons, Bracebridge, Ont.

New Burrell-Johnson Iron Co., Limited, The, Yarmouth, N.S.

Norsworthy, C., & Co., St. Thomas, Ont.

Owen Sound Iron Works Co., Limited, Owen Sound, Ont.

Oxford Foundry & Machine Co., Oxford, N.S.

Parker Foundry Co., Limited, Montreal, Que.

Payette, P., & Co., Penetanguishene, Ont.

Plessisville, La Fonderie de, Plessisville, Que.

Reid & Brown, Toronto, Ont.

Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091.)

Ross & Howard Iron Works Co., Limited, Vancouver, B.C.

Shaw & Mason, Limited, Sydney, N.S.

Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)

Stratford Bridge & Iron Works Co., Stratford, Ont.

Valleyfield Iron Works, Valleyfield, Que.

Vulcan Iron Works, Limited, The, Winnipeg, Man.

Waterous Engine Works Co., Limited, Brantford, Ont. (Adv. page 889.)

Watson, John, & Son, of Montreal, Limited, Montreal, Que. (Adv. page 1137.)

Western Iron Works, Limited,
Winnipeg, Man. (Adv. page
1128.)

Williams, The Madison, Mfg. Co.,
Limited, Lindsay, Ont..

502 CASTINGS, Light.

Albion Iron Works Co., Limited,
Vancouver, B.C.

Belanger, A., Montmagny, Que.
Belleville Hardware Co., Limited,
The, Belleville, Ont.

Bowmanville Foundry Co., Lim-
ited, The, Bowmanville, Ont.
(Adv. page 1129.)

Cleal, Joseph P., Toronto, Ont.
Fleck, Alexander, Limited, Otta-
wa, Ont.

Fleming, James, St. John, N.B.
Fraser Bros., New Glasgow, N.S.
Gartshore-Thomson, Pipe &
Foundry Co., Limited, Hamil-
ton, Ont. (Adv. page 1104.)

Gies, Philip, Berlin, Ont.
Gilson Mfg. Co., Limited, Guelph,
Ont. (Adv. page 1120.)

Gurney, Tilden Co., Limited, The,
Hamilton, Ont. (Adv. page 912.)
Hillis & Sons, Limited, Halifax,
N.S.

Long, The E., Mfg. Co., Limited,
Orillia, Ont.

McAvity, T., & Sons, Limited, St.
John, N.B.

McKeough & Trotter, Limited,
Chatham, Ont.

McLean, Holt & Co., St. John,
N.B.

Midland Engine Works Co., Mid-
land, Ont.

Mowry & Sons, Bracebridge, Ont.
New Burrell-Johnson Iron Co.,
Limited, Yarmouth, N.S.

Norsworthy, C., & Co., St. John,
Thomas, Ont.

Parker Foundry Co., Limited,
Montreal, Que.

Payette, P., & Co., Penetanguishene,
Ont.

Plessisville, La Fonderie de, Ples-
sisville, Que.

Shantz, P. E., Preston, Ont.

Shaw & Mason, Limited, Sydney,
N.S.

Stewart, The James Mfg. Co.,
Limited, Woodstock, Ont.

Taylor-Forbes Co., Limited,
Guelph, Ont.

Valleyfield Iron Works, Valleyfield,
Que.

Western Iron Works, Limited,
Winnipeg, Man. (Adv. page
1128.)

503 CASTINGS, Malleable Iron.

Galt Malleable Iron Co., Limited,
Galt, Ont. (Adv. page 1125.)

International Harvester Co., of
Canada, Limited, Hamilton,
Ont. (Adv. page 895.)

McKinnon Dash & Metal Works
Co., Limited, St. Catharines,
Ont. (Adv. page Inside Front
Cover.)

Merrickville Milling Co., Merrick-
ville, Ont.

Ontario Malleable Iron Co., Lim-
ited, The, Oshawa, Ont.

Pratt & Letchworth Co., Brant-
ford, Ont.

Smith's Falls Malleable Castings
Co., Limited, Smith's Falls,
Ont.

Walkerville Malleable Iron Co.,
Limited, Walkerville, Ont.

504 CASTINGS, Manhole.

Albion Iron Works Co., Limited,
Vancouver, B.C.

Canada Foundry Co., Limited,
Toronto, Ont.

Canada Iron Corporation, Limited,
The, Montreal, Que. (Adv.
page 1126.)

Brown Machine Co., The, New
Glasgow, N.S.

Garth Co., The, Montreal, Que.

Hamilton, Wm., Co., Limited,
Peterborough, Ont.

Hillis & Sons, Limited, Halifax,
N.S.

London Foundry Co., Limited,
The, London, Ont.

Long, The E., Mfg. Co., Limited,
Orillia, Ont.

McDougall, The R., Co., Limited,
Gat. Ont. (Adv. page 896.)

Matheson, I., & Co., Limited,
New Glasgow, N.S.

Midland Engine Works Co., Mid-
land, Ont.

Miller Bros. & Toms, Montreal,
Que. (Adv. page 1134.)

Mowry & Sons, Bracebridge, Ont.
Norsworthy, C., & Co., St.
Thomas, Ont.

Parker Foundry Co., Limited,
Montreal, Que.

Payette, P., & Co., Penetanguishene,
Ont.

Shaw & Mason, Limited, Sydney,
N.S.

Valleyfield Iron Works, Valleyfield,
Que.

Waterous Engine Works Co., Lim-
ited, Brantford, Ont. (Adv.
page 889.)

Western Iron Works, Limited,
Winnipeg, Man. (Adv. page
1128.)

Woodstock Wind Motor Co., Limit-
ed, Woodstock, Ont.

505 CASTINGS, Railway.

Albion Iron Works Co., Limited,
Vancouver, B.C.

Canada Car Co., Limited, Mont-
real, Que.

Canada Foundry Co., Limited,
Toronto, Ont.

Canadian Ramapo Iron Works,
Limited, Niagara Falls, Ont.
(Adv. page 910.)

Fleck, Alexander, Limited, Otta-
wa, Ont.

Galt Malleable Iron Co., Limited,
Galt, Ont. (Adv. page 1125.)

Gilson Mfg. Co., Limited, Guelph,
Ont. (Adv. page 1120.)

Hillis & Sons, Limited, Halifax,
N.S.

Long, The E., Mfg. Co., Limited,
Orillia, Ont.

Matheson, I., & Co., Limited,
New Glasgow, N.S.

Montreal Steel Works, Limited,
Montreal, Que. (Adv. page
884.)

Manitoba Bridge and Iron Works,
Limited, Winnipeg, Man.

McLean, Holt & Co., St. John,
N.B.

Midland Engine Works Co., Mid-
land, Ont.

Mowry & Sons, Bracebridge, Ont.
Oxford Foundry & Machine Co.,
Oxford, N.S.

Parker Foundry Co., Limited,
Montreal, Que.

Payette, P., & Co., Penetanguishene,
Ont.

Pratt & Letchworth Co., Brant-
ford, Ont.

Reid & Brown, Toronto, Ont.
Rhodes, Curry & Co., Limited,
Amherst, N.S. (Adv. page 1091.)

Shaw & Mason, Limited, Sydney,
N.S.

Smith's Falls Malleable Castings
Co., Limited, Smith's Falls,
Ont.

Walkerville Malleable Iron Co.,
Limited, Walkerville, Ont.

Western Iron Works, Limited,
Winnipeg, Man. (Adv. page
1128.)

506 CASTINGS, Semi-Steel.

Miller Bros. & Toms, Montreal,
Que. (Adv. page 1134.)

Payette, P., & Co., Penetanguishene,
Ont.

507 CASTINGS, Sewer.

Albion Iron Works Co., Limited,
Vancouver, B.C.

Brown Machine Co., The, New
Glasgow, N.S.

Canada Foundry Co., Limited,
Toronto, Ont.

Canada Iron Corporation, Limited,
The, Montreal, Que. (Adv.
page 1126.)

Hillis & Sons, Limited, Halifax,
N.S.

Long, The E., Mfg. Co., Limited,
Orillia, Ont.

Matheson, I., & Co., Limited,
New Glasgow, N.S.

Midland Engine Works Co., Mid-
land, Ont.

Miller Bros. & Toms, Montreal,
Que. (Adv. page 1134.)

Mowry & Sons, Bracebridge, Ont.
Norsworthy, C., & Co., St.
Thomas, Ont.

Payette, P., & Co., Penetanguishene,
Ont.

Richardson, C., & Co., St. Mary's,
Ont.

Shaw & Mason, Limited, Sydney,
N.S.

Valleyfield Iron Works, Valleyfield,
Que.

Western Iron Works, Limited,
Winnipeg, Man. (Adv. page
1128.)

Woodstock Wind Motor Co., Limit-
ed, Woodstock, Ont.

508 CASTINGS, Ship.

Albion Iron Works Co., Limited,
Vancouver, B.C.

Collingwood Shipbuilding Co.,
Limited, Collingwood, Ont.

Fleck, Alexander, Limited, Otta-
wa, Ont.

Fraser Bros., New Glasgow, N.S.
Hillis & Sons, Limited, Halifax,
N.S.

Kennedy, The Wm., & Sons, Lim-
ited, Owen Sound, Ont.

Long, The E., Mfg. Co., Limited,
Orillia, Ont.

Matheson, I., & Co., Limited, New
Glasgow, N.S.

Miller Bros. & Toms, Montreal,
Que. (Adv. page 1134.)

Mowry & Sons, Bracebridge, Ont.
New Burrell-Johnson Iron Co.,
Limited, The, Yarmouth, N.S.

Parker Foundry Co., Limited, The,
Montreal, Que.

Payette, P., & Co., Penetanguishene,
Ont.

Polson Iron Works, Limited, To-
ronto, Ont. (Adv. page 1128.)

Schaaek Machine Works, Limited,
The, New Westminster, B.C.

Shaw & Mason, Limited, Sydney,
N.S.

Valleyfield Iron Works, Valleyfield,
Que.

Windsor Foundry & Machine Co.,
Limited, Windsor, N.S.

509 CASTINGS, Steel.

Hamilton Steel and Iron Co., Limit-
ed, The, Hamilton, Ont. (Adv.
page 1124.)

Kennedy, The Wm., & Sons, Lim-
ited, Owen Sound, Ont.

Miller Bros. & Toms, Montreal,
Que. (Adv. page 1134.)

Montreal Steel Works, Limited,
Montreal, Que. (Adv. page
884.)

Ottawa Steel Casting Co., Lim-
ited, Ottawa, Ont.

Page-Hersey Iron Tube and Lead
Co., Limited, Toronto, Ont.

Vancouver Engineering Works, Ltd.,
Vancouver, B.C.

510 CASTINGS, Water Works.

Albion Iron Works Co., Limited,
Vancouver, B.C.

Bertrand, La Compagnie Manufac-
turiere F. X., St. Hyacinthe,
Que.

Canadian Brass Co., Limited, Galt,
Ont.

Hamilton, Wm., Co., Limited,
Peterborough, Ont.

Kerr Engine Co., Limited, The,
Walkerville, Ont. (Adv. page
891.)

London Foundry Co., Limited,
The, London, Ont.

Matheson, I., & Co., Limited, New
Glasgow, N.S.

Midland Engine Works Co., Mid-
land, Ont.

Miller Bros. & Toms, Montreal,
Que. (Adv. page 1134.)

Mowry & Sons, Bracebridge, Ont.
New Burrell-Johnson Iron Co.,
Limited, The, Yarmouth, N.S.

Norsworthy, C., & Co., St.
Thomas, Ont.

Oxford Foundry & Machine Co.,
Oxford, N.S.

Payette, P., & Co., Penetanguishene,
Ont.

Richardson, C., & Co., St. Mary's,
Ont.

Shaw & Mason, Limited, Sydney,
N.S.

Valleyfield Iron Works, Valleyfield,
Que.

Western Iron Works, Limited,
Winnipeg, Man. (Adv. page
1128.)

511 CATALOGUES.

See Printers, Job.

512 CATCHES, Cupboard.

Belleville Hardware Co., Limited,
The, Belleville, Ont.

Peterborough Lock Mfg. Co., Lim-
ited, The, Peterborough, Ont.

513 CATSUPS.

See Sauces and Catsups.

514 CAULDRONS.

Belanger, A., Montmagny, Que.
Gurney Foundry Co., Limited,
The, Toronto, Ont.

Gurney, Tilden Co., Limited, The,
Hamilton, Ont. (Adv. page
912.)

Smart, The James, Mfg. Co., Lim-
ited, Brockville, Ont. (Adv.
page 1138.)

515 CEILINGS, Metal and Steel

Galt Art Metal Co., Limited, The,
Galt, Ont.

Metal Shingle & Siding Co., Lim-
ited, Preston, Ont. (Adv. page
1083.)

Metallic Roofing Co., of Canada,
Limited, The, Toronto, Ont.
(Adv. pages 1080-1081.)

Ormsby, A. B., Limited, Toronto,
Ont. (Adv. page 1096.)

Pedlar Metal Roofing Co., The,
Oshawa, Ont.

Riddell, John E., Hamilton, Ont.

516 CEILINGS, Wood.

See Lumber, or Mills, planing.

517 CELLS, Prison and Jail.

Canada Wire Goods Mfg. Co.,
Hamilton, Ont. (Adv. page
1086.)

Dennis Wire & Iron Works Co.,
Limited, London, Ont. (Adv.
page 1120.)

McGregor & McIntyre, Limited,
Toronto, Ont.

Meadows, The Geo. B., Toronto
Wire, Iron and Brass Works Co.,
Limited, Toronto, Ont. (Adv.
page 1089.)

518 CEMENT, Asbestos, Furnace
and Plastic.

Canadian Asbestos Co., Montreal,
Que.

Garlock Packing Co., The, Hamil-
ton, Ont.

Hamilton Engine Packing Co.,
Hamilton, Ont.

Moore, Benjamin, & Co., Limited,
West Toronto, Ont.

Sterne, G. F., & Sons, Brantford,
Ont.

519 CEMENT, Leather Belting.

Sadler & Haworth, Montreal, Que.
(Adv. page 1137.)

520 CEMENT, Portland.

Alberta Portland Cement Co., Lim-
ited, Calgary, Alta. (Adv. page
1105.)

Belleville Portland Cement Co.,
Limited, Belleville, Ont.

Canadian Portland Cement Co.,
Limited, The, Toronto, Ont.

Grey & Bruce Portland Cement
Co., Limited, The, Owen Sound,
Ont.

Hanover Portland Cement Co.,
Limited, The, Hanover, Ont.

Imperial Cement Co., Limited,
The, Owen Sound, Ont.

International Portland Cement
Co., Limited, The, Ottawa, Ont.

Lakefield Portland Cement Co.,
The, Montreal, Que.

Lehigh Portland Cement Co., Lim-
ited, Belleville, Ont. (Adv.
page 1104.)

National Portland Cement Co.,
Limited, The, Durham, Ont.

Ontario Portland Cement Co., Lim-
ited, The, Brantford, Ont.

Owen Sound Portland Cement Co.,
Limited, The, Owen Sound,
Ont.

Sun Portland Cement Co., Lim-
ited, The, Owen Sound, Ont.

Superior Portland Cement Co., Lim-
ited, Orangeville, Ont.

Sydney Cement Co., Limited, Syd-
ney, N.S.

Vancouver Portland Cement Co.,
Limited, The, Victoria, B.C.

Vulcan Portland Cement Co., Lim-
ited, Montreal, Que.

Western Canada Cement & Coal
Co., Limited, The, Ottawa, Ont.

521 CEMENT, Roofing.

Brantford Roofing Co., Limited,
Brantford, Ont.

Dominion Tar & Chemical Co.,
Limited, The, Sydney, N.S.

Forbes Roofing Co., Toronto, Ont.
McArthur, Alex., & Co., Limited,
Montreal, Que. (Adv. page
1079.)
Paterson Mfg. Co., Limited, The,
Toronto, Ont.

522 CEMENT, Rubber.

Canadian Rubber Co., Limited,
Montreal, Que. (Adv. Outside
Back Cover.)
Domestic Specialty Co., Limited,
Hamilton, Ont.
Dunlop Tire & Rubber Goods Co.,
Limited, Toronto, Ont. (Adv.
page 1145.)
Fisk, Limited, Montreal, Que.
Gutta Percha & Rubber Mfg. Co.,
of Toronto, Limited, Toronto,
Ont. (Adv. Inside Back Cover.)
Richard & Co., Quebec, Que.

523 CEMENT, Slag.

Sydney Cement Co., Limited,
Sydney, C.B.

524 CEMENT, Stove and Re- tort.

Canadian Asbestos Co., Mont-
real, Que.
Scarfe & Co., Brantford, Ont.
(Adv. page 1103.)
Sterne, G. F., & Sons, Brantford,
Ont.

525 CEREALS.

Battle Creek Toasted Corn Flake
Co., Limited, London, Ont.
Brackman-Ker Milling Co., Lim-
ited, The, Victoria, B.C. (Adv.
page 1042.)
Campbell, The John, Co., Lim-
ited, St. Thomas, Ont.
Canada Flour Mills Co., Limited,
Chatham, Ont.
Canadian Cereal Co., Limited, To-
ronto, Ont.
Canadian Shredded Wheat Co.,
Limited, Niagara Falls, Ont.
Cereals, Limited, Kingston, Ont.
Columbia Flouring Mills Co.,
Limited, Enderby, B.O.
Dow Cereal & Milling Co., Lim-
ited, Pilot Mound, Man.
Elsworth, Edward, & Co., Ham-
ilton, Ont.
McCann, Knox Milling Co., Lim-
ited, Toronto, Ont.
McIntosh, P., & Son, Toronto,
Ont.
Malta Vita Pure Food Co., To-
ronto, Ont.
Merrickville Milling Co., Mer-
rickville, Ont.
Noble, Robert, Estate of, Nor-
val, Ont.
Ogilvie Flour Mills Co., Limited,
The, Montreal, Que.
Pfeffer Bros., Listowel, Ont.
Quaker Oats Co., The, Peterboro,
Ont.
Thomson, Walter, & Son, Limited,
London, Ont.
Tillson Co., Limited, The, Till-
sonburg, Ont.
White Swan Spices & Cereals,
Limited, Toronto, Ont.
Woodstock Cereal Co., Limited,
The, Woodstock, Ont.

526 CERTIFICATES, Bond and Share.

American Bank Note Co., Ottawa,
Ont.
Benallack Lithographing & Print-
ing Co., The, Montreal, Que.
British American Bank Note Co.,
Limited, Montreal, Que. (Adv.
page 929.)
Consolidated Lithographing &
Mfg. Co., Limited, Montreal,
Que.
Copp, Clark Co., Limited, The,
Toronto, Ont.
London Printing & Lithographing
Co., The, London, Ont.
Rolph & Clark, Limited, Toronto,
Ont. (Adv. page 925.)
Smith, The David, Engraving &
Lithographing Co., Toronto,
Ont. (Adv. page 933.)

527 CHAINS, Boom, Log and Saw Mill.

Hamilton, Wm., Co., Limited,
Peterborough, Ont.
Jenckes Machine Co., Limited,
The, Sherbrooke, Que.
McFarlane-Neill Mfg. Co., Lim-
ited, The, St. Mary's, N.B.
Pink, Thomas, Pembroke, Ont.

Standard Chain Company, of Can-
ada, Limited, Sarnia, Ont.
Waterous Engine Works Co., Lim-
ited, Brantford, Ont. (Adv.
page 889.)

528 CHAINS, Breast, Cow, Dog Halter, Trace, etc.

Greening, The B., Wire Co., Lim-
ited, Hamilton, Ont. (Adv.
page 1096.)
McKinnon Dash & Metal Works
Co., Limited, St. Catharines,
Ont. (Adv. Inside Front
Cover.)
Oneida Community, Limited, Ni-
agara Falls, Ont.
Standard Chain Company of Can-
ada, Limited, Sarnia, Ont.

529 CHAINS, Silver and Gold. See Jewelry.

530 CHAINS, Sprocket and Mal- leable, Detachable.

Canada Cycle & Motor Co., Lim-
ited, West Toronto, Ont. (Adv.
page 986.)
Dodge Mfg. Co., Limited, To-
ronto, Ont. (Adv. page 908.)
Jeffrey Mfg. Co., Montreal,
Que. (Adv. page 1100.)
McKinnon Dash & Metal Works
Co., Limited, St. Catharines,
Ont. (Adv. Inside Front
Cover.)
Ontario Malleable Iron Co., Lim-
ited, The, Oshawa, Ont.

531 CHAINS, Wire.

Dominion Wire Mfg. Co., Lim-
ited, Montreal, Que.
Greening, The B., Wire Co., Lim-
ited, Hamilton, Ont. (Adv. page
1096.)

532 CHAIRS, Assembly Hall, Church & Lodge Room.

Canadian Office & School Furni-
ture Co., Limited, Preston, Ont.
(Adv. page 1118.)
Globe Furniture Co., Limited,
The, Walkerville, Ont. (Adv.
page 1117.)
Krug Bros. & Co., Chesley, Ont.
North American Bent Chair Co.,
Limited, The, Owen Sound,
Ont. (Adv. page 1117.)
Paquet & Godbout, St. Hyacinthe,
Que.
Valley City Seating Co., Limited,
The, Dundas, Ont.

533 CHAIRS, Barbers'.

Bawden Machine & Tool Co., To-
ronto, Ont.
Jones Bros. & Co., Limited, To-
ronto, Ont.

534 CHAIRS, Bent Wood.

North American Bent Chair Co.,
Limited, The, Owen Sound, Ont.
(Adv. page 1117.)

535 CHAIRS, Camp & Folding.

Barnet Mfg. Co., Limited, Ren-
frew, Ont.
Canada Furniture Mfrs., Limited,
Woodstock, Ont.
North American Bent Chair Co.,
Limited, The, Owen Sound,
Ont. (Adv. page 1117.)
Otterville Mfg. Co., Limited, Ot-
terville, Ont.
Turner, J. J., & Sons, Peterboro,
Ont.
Valley City Seating Co., Limited,
The, Dundas, Ont.

536 CHAIRS, Children's.

North American Bent Chair Co.,
Limited, Owen Sound, Ont.
(Adv. page 1117.)

537 CHAIRS, Cobbler-Seated & Rocking.

Ball Furniture Co., Limited, The,
Hanover, Ont.
Coombe & Watson, Kincardine,
Ont.
Krug, The H., Furniture Co., Lim-
ited, Berlin, Ont.
Mundell, John C., & Co., Elora,
Ont.
North American Bent Chair Co.,
Limited, The, Owen Sound, Ont.
(Adv. page 1117.)

539 CHAIRS, Easy, Upholstered and Rockers.

Ball Furniture Co., Limited, The,
Hanover, Ont.
Canada Furniture Mfrs., Limited,
Woodstock, Ont.
Castle & Son, Montreal, Que.
Coombe & Watson, Kincardine,
Ont.
Dymond, The W. P., Co., Limited,
Strathroy, Ont.
Ellis Furniture Co., The, Inger-
soll, Ont.
Hibner, The D., Furniture Co.,
Limited, Berlin, Ont.
Gold Medal Furniture Mfg. Co.,
Limited, Toronto, Ont.
Knechtel Furniture Co., Limited,
The, Hanover, Ont.
Krug, The H., Furniture Co., Lim-
ited, Berlin, Ont.
Lippert Furniture Co., Limited,
Berlin, Ont.
Mundell, John C., & Co., Elora,
Ont.
North American Bent Chair Co.,
Limited, The, Owen Sound, Ont.
(Adv. page 1117.)
Schierholtz Furniture Co., Lim-
ited, The, New Hamburg, Ont.
Snyder Bros., Upholstering Co.,
Limited, Waterloo, Ont.
Tombyll Upholstering & Frame
Mfg. Co., Limited, The, Mont-
real, Que.
Waterloo Furniture Co., Limited,
The, Waterloo, Ont.
Wunder Furniture Mfg. Co., Lim-
ited, Berlin, Ont.

540 CHAIRS, Hammock.

Canada Wood Specialty Co., Lim-
ited, The, Orillia, Ont.

541 CHAIRS, Household.

Ball Furniture Co., Limited, The,
Hanover, Ont.
Canada Furniture Mfrs., Limited,
Woodstock, Ont.
Coombe & Watson, Kincardine,
Ont.
Dymond, The W. P., Co., Lim-
ited, Strathroy, Ont.
Hespeler Furniture Co., Limited,
The, Hespeler, Ont.
Hibner, The D., Furniture Co.,
Limited, Berlin, Ont.
Knechtel Furniture Co., Limited,
The, Hanover, Ont.
Krug Bros. & Co., Chesley, Ont.
Krug, The H., Furniture Co., Lim-
ited, Berlin, Ont.
Lippert Furniture Co., Limited,
Berlin, Ont.
McGill Chair Co., Limited, The,
Cornwall, Ont.
Mundell, John C., & Co., Elora,
Ont.
North American Bent Chair Co.,
Limited, The, Owen Sound, Ont.
(Adv. page 1117.)
Schierholtz Furniture Co., Lim-
ited, The, New Hamburg, Ont.
Stratford Chair Co., Limited, The,
Stratford, Ont.
Waterloo Furniture Co., Limited,
The, Waterloo, Ont.
Wunder Furniture Mfg. Co.,
Limited, Berlin, Ont.

542 CHAIRS, Invalid.

Gendron Mfg. Co., Limited, The,
Toronto, Ont. (Adv. page
1118.)

543 CHAIRS, Leather Uphol- stered.

Canada Furniture Mfrs., Limited,
Woodstock, Ont.
Mundell, John C., & Co., Elora,
Ont.
North American Bent Chair Co.,
Limited, The, Owen Sound, Ont.
(Adv. page 1117.)
Office Specialty Mfg. Co., Limited,
Toronto, Ont.
Snyder Bros. Upholstering Co.,
Limited, Waterloo, Ont.
Stratford Chair Co., Limited,
The, Stratford, Ont.

544 CHAIRS, Morris.

Coombe & Watson, Kincardine,
Ont.
Ellis Furniture Co., The, Inger-
soll, Ont.
Hibner, The D., Furniture Co.,
Limited, Berlin, Ont.
Krug, The H., Furniture Co., Lim-
ited, Berlin, Ont.

Lippert Furniture Co., Limited,
Berlin, Ont.
Mundell, John C., & Co., Elora,
Ont.
Schierholtz Furniture Co., Lim-
ited, The, New Hamburg, Ont.
Waterloo Furniture Co., Limited,
The, Waterloo, Ont.

545 CHAIRS, Office and Type- writer.

Ball Furniture Co., Limited, The,
Hanover, Ont.
Canada Furniture Mfrs., Limited,
Woodstock, Ont.
Canadian Office & School Furni-
ture Co., Limited, Preston, Ont.
(Adv. page 1118.)
Coombe & Watson, Kincardine,
Ont.
Krug, The H., Furniture Co., Lim-
ited, Berlin, Ont.
Library Bureau of Canada, Lim-
ited, Ottawa, Ont.
Mundell, John C., & Co., Elora,
Ont.
North American Bent Chair Co.,
Limited, The, Owen Sound, Ont.
(Adv. page 1117.)
Office Specialty Mfg. Co., Limited,
Toronto, Ont.
Snider, J. B., Waterloo, Ont.
Stratford Chair Co., Limited, The,
Stratford, Ont.

546 CHAIRS, Opera.

Berlin Interior Hardwood Co., Lim-
ited, The, Berlin, Ont.
Canadian Office & School Furni-
ture Co., Limited, The, Pres-
ton, Ont. (Adv. page 1118.)
Globe Furniture Co., Limited,
The, Walkerville, Ont. (Adv.
page 1117.)
Valley City Seating Co., Limited,
The, Dundas, Ont.
Vilas, W. F., Cowansville, Que.

547 CHAIRS, Reed and Rattan

Canada Furniture Mfrs., Limited,
Woodstock, Ont.
Gendron Mfg. Co., Limited, The,
Toronto, Ont. (Adv. page 1118.)
Giddings, H. & F., & Co., Granby,
Que.
Imperial Rattan Co., Limited,
Walkerville, Ont. (Adv. page
1116.)

548 CHAIRS, Undertakers'.

Otterville Mfg. Co., Limited, Ot-
terville, Ont.

549 CHAIRS AND COUCHES, Turkish.

Waterloo Furniture Co., Limited,
The, Waterloo, Ont.

550 CHAIRS AND TABLES, Wire.

Chadwick Bros., Hamilton, Ont.
Clatworthy & Son, Toronto, Ont.

551 CHAMPAGNES.

Hamilton, J. S., & Co., Brantford,
Ont.

552 CHANDELIERES.

Chadwick Bros., Hamilton, Ont.
Farquhar Bros., Halifax, N.S.
Garth Co., The, Montreal, Que.
Mitchell, The Robert, Co., Lim-
ited, Montreal, Que.
Morrison, The James, Brass Mfg.
Co., Limited, The, Toronto,
Ont. (Adv. page 1119.)

553 CHANNELS, Iron and Steel.

Canada Foundry Co., Limited,
Toronto, Ont.
Canadian Bridge Co., Limited,
The, Walkerville, Ont. (Adv.
page 1106.)
Dominion Bridge Co., Limited,
Montreal, Que. (Adv. page
1106.)
Hamilton Bridge Works Co., Lim-
ited, The, Hamilton, Ont. (Adv.
page 883.)
Hamilton Steel & Iron Co., Lim-
ited, The, Hamilton, Ont. (Adv.
page 1124.)
Nova Scotia Steel & Coal Co.,
Limited, New Glasgow, N.S.
(Adv. page 1125.)
Phoenix Bridge & Iron Works,
Limited, The, Montreal, Que.

554 CHAPLETS, Tin.

American Can Co., Montreal, Que.
(Adv. page 1143.)

555 CHARCOAL.

Algoma Steel Co., Limited, The, Sault Ste. Marie, Ont. (Adv. page 427.)
Canadian Turpentine, Limited, Montreal, Que.
Standard Chemical Co., of Toronto, Limited, The, Toronto, Ont.
Wood Products Co., of Canada, Limited, The, Toronto, Ont.

556 CHECKS, Baggage.

Hamilton Stamp & Stencil Works, Limited, Hamilton, Ont.
Montreal Stencil Works, Montreal, Que. (Adv. page 934.)
Pritchard-Andrews Co., of Ottawa, Limited, Ottawa, Ont.
Southam, Limited, Montreal, Que. (Adv. pages 1109-1110.)
Superior Mfg. Co., Limited, Toronto, Ont.
Toronto Stamp & Stencil Works, Toronto, Ont.

557 CHEESE.

Canada Condensed Milk Co., Limited, Antigonish, N.S.
Fearman, F. W., & Co., Limited, Hamilton, Ont.
Gunns Limited, Toronto, Ont.
Ingersoll Packing Co., Limited, Ingersoll, Ont.
MacLaren Imperial Cheese Co., Limited, Toronto, Ont.
Matthews, The Geo., Co., Limited, Peterboro, Ont.
Park, Blackwell Co., Limited, Toronto, Ont.
Whyte Packing Co., Limited, The, Stratford, Ont.

558 CHEESE, Potted.

City Dairy Co., Limited, Toronto, Ont.
Ingersoll Packing Co., Limited, The, Ingersoll, Ont.
MacLaren Imperial Cheese Co., Limited, Toronto, Ont.

559 CHEMICAL APPARATUS.

Lymans, Limited, Montreal, Que.

560 CHEMICALS.

Atteaux Dyestuff & Chemical Co., Limited, Toronto, Ont.
Canada Chemical Mfg. Co., Limited, The, London, Ont. (Adv. page 1131.)
Chemical Laboratories, Limited, Toronto, Ont. (Adv. page 1133.)
Cowan, John, Co., Limited, Montreal, Que.
Electric Reduction Co., Limited, The, Buckingham, Que.
Henderson Bros., Limited, Vancouver, B.C.
Lymans Bros. & Co., Limited, The, Toronto, Ont. (Adv. page 905.)
Lymans, Limited, Montreal, Que.
National Drug & Chemical Co., of Canada, Limited, Montreal, Que.
Shuttleworth, E. B., Chemical Co., Limited, Toronto, Ont.
Standard Chemical Co., of Toronto, Limited, Toronto, Ont.
Waterbury Chemical Co., Limited, Toronto, Ont.
Wood Products Co. of Canada, Limited, The, Toronto, Ont.
Victoria Chemical Co., Limited, Victoria, B.C.

561 CHESTS, Silverware.

Ellis, P. W., & Co., Limited, Toronto, Ont. (Adv. page 1121.)

562 CHIFFONNIERS.

Beach Furniture Co., Cornwall, Ont.
Berlin Furniture Co., Limited, The, Berlin, Ont.
Crown Furniture Co., Limited, The, Preston, Ont.
Hespeler Furniture Co., Limited, The, Hespeler, Ont.
Kensington Furniture Co., Limited, The, Goderich, Ont.
Listowel Furniture Co., Limited, The, Listowel, Ont.
Meaford Mfg. Co., Limited, The, Meaford, Ont.
St. Lawrence Furniture Co., The, Fraserville, Que.

Victoriaville Furniture Co., The, Victoriaville, Que.
Windsor Furniture Co., Limited, Windsor, N.S.

563 CHIMNEY TOPS, Metal.

Metal Shingle & Siding Co., Limited, Preston, Ont. (Adv. page 1083.)
Metallic Roofing Co., of Canada, Limited, The, Toronto, Ont. (Adv. pages 1080-1081.)
Pedlar Metal Roofing Co., The, Oshawa, Ont.

564 CHIMNEY TOPS, Salt Glazed.

Dominion Sewer Pipe Co., Limited, The, Swansea, Ont. (Adv. page 1104.)
Hamilton & Toronto Sewer Pipe Co., Limited, Hamilton, Ont.
Ontario Sewer Pipe Co., Limited, Mimico, Ont.
Standard Drain Pipe Co., of St. Johns, Que., Limited, The, St. Johns, Que. (Adv. page 1133.)

565 CHIMNEYS, Lamp and Lantern.

Diamond Flint Glass Co., Limited, Montreal, Que.
Sydenham Glass Co., of Wallaceburg, Limited, The, Wallaceburg, Ont.

566 CHIPPERS, Pulp-Wood.

Hay, The Peter, Knife Co., Limited, Galt, Ont.
Jenckes Machine Co., Limited, Sherbrooke, Que.
Waterous Engine Works Co., Limited, Brantford, Ont. (Adv. page 889.)

567 CHIPS, Laundry.

Atlantic Soap Co., Limited, Toronto, Ont.

568 CHISELS.

Brown-Boggs Co., Limited, The, Hamilton, Ont. (Adv. page 1105.)
Fowler, The Josiah, Co., Limited, St. John, N.B.
Gilmour Bros., & Co., Montreal, Que.
Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1183.)
Whitman & Barnes Mfg. Co., The, St. Catharines, Ont.

569 CHOCOLATE.

Cowan Co., Limited, The, Toronto, Ont.
Lowney, The Walter M., Co., of Canada, Limited, Montreal, Que.
Mott, John P., & Co., Halifax, N.S.
Todhunter, Mitchell & Co., Toronto, Ont.
Viau & Frere, Montreal, Que.

570 CHOCOLATE, Milk.

Cowan Co., Limited, The, Toronto, Ont.

571 CHOPPERS, Grain.

Stratford Mill Building Co., Limited, The, Stratford, Ont.
Vessot, S., & Co., Toronto, Ont.

572 CHOPPERS, Meat.

Shirreff Mfg. Co., Limited, Brockville, Ont.
Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)

573 CHOPPERS, Pulp Wood.

See Machinery, Pulp Wood.

574 CHUCKS, Drill.

Hamilton Tool Co., Limited, Hamilton, Ont.

575 CHUCKS, Lathe.

Ker & Goodwin, Brantford, Ont.

576 CHURNS, Barrel.

Butcher, F. E., St. Mary's, Ont.
Dowswell Mfg. Co., Limited, The, Hamilton, Ont. (Adv. page 924.)
Maxwell, David, & Sons, St. Mary's, Ont.

Richardson, C., & Co., St. Mary's, Ont.
Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)
Wortman & Ward Co., Limited, The, London, Ont.

577 CHURNS, Crockery.

Belleville Pottery Co., Belleville, Ont.

578 CIDER, Champagne.

Christin, J., & Co., Inc., Montreal, Que.
Drake, Francis, New Glasgow, N.S.
Taylor & Pringle Co., Limited, Owen Sound, Ont.
1000 Islands Mineral Water Co., Ltd., Brockville, Ont.
Timmons, M., & Son, Quebec, Que.

579 CIGARETTES.

Dominion Tobacco Co., Montreal, Que.
Fortier, J. M., Limited, Montreal, Que. (Adv. page 1094.)
Rock City Tobacco Co., Limited, The, Quebec, Que.
Tuckett, The Geo. E., & Son Co., Limited, Hamilton, Ont.

580 CIGARS.

Blumenstiel, I., Hamilton, Ont.
Fair, T. J., & Co., Limited, Brantford, Ont.
Fortier, J. M., Limited, Montreal, Que. (Adv. page 1094.)
Grothe, L. O., & Co., Montreal, Que.
Granda Hermanos Y. Ca., Montreal, Que.
Hirsch, J., & Sons, Limited, Montreal, Que.
Jacobs, H., & Co., Montreal, Que.
Lewis, L., & Co., Montreal, Que.
Mainland and British Lion Cigar Factory, Vancouver, B.C.
Milligan, Geo., Toronto, Ont.
Miller & Lockwell Co., Limited, The, Quebec, Que.
Payne, J. Bruce, Limited, Granby, Que.
Rattray, J., & Co., Limited, Montreal, Que.
Rock City Tobacco Co., Limited, The, Quebec, Que.
Sherbrooke Cigar Co., The, Sherbrooke, Que.
St. Lawrence Tobacco Co., Limited, The, St. Laurent, Que.
Tuckett, The Geo. E., & Son Co., Limited, Hamilton, Ont.
Webster, W. R., & Co., Sherbrooke, Que.

581 CLAMPS, Guy and Pipe.

Pringle, The R. E. T., Co., Limited, Montreal, Que.

582 CLAMPS, Quilting Frame, Cabinet, Carpenters'.

Taylor-Forbes Co., Limited, Guelph, Ont.

583 CLAPBOARDS.

Brunette Saw Mill Co., Limited, Sapperton, B.C.
Charlemagne & Lac Ouarean Lumber Co., The, Montreal, Que.
Metis Lumber Co., The, Price, Que.
Rathbun Co., The, Deseronto, Ont.
Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091.)

584 CLASPS, Corset.

Dominion Corset Co., Quebec, Que.
Parisian Corset Mfg. Co., Limited, Quebec, Que.
St. Lawrence Steel & Wire Co., Ltd., Gananoque, Ont.

585 CLAY PRODUCTS, Fire.

Montreal Fire Brick Works, The, Montreal, Que.

586 CLEANERS, Drain.

Jones, D. F., Mfg. Co., Limited, Gananoque, Ont.

587 CLEANERS, Vacuum.

Campbell, The Manson, Co., Limited, Chatham, Ont. (Adv. page 1128.)

588 CLIPPERS, Bolt.

Jardine, A. B., & Co., Hespeler, Ont.

589 CLOAKS, SUITS AND COSTUMES, Ladies'.

Bons-Felsen Co., The, Montreal, Que.
Britannia Mfg. Co., Limited, Halifax, N.S.
Caldwell Pure Wool Clothing Co., Ottawa, Ont.
Canada Cloak Co., Toronto, Ont.
Consolidated Cloak Co., Ltd., The, Toronto, Ont.
Continental Costume Co., Ltd., The, Toronto, Ont.
Crescent Mfg. Co., Limited, Montreal, Que.
Dupuis Freres, Limited, Montreal, Que.
Eaton, The T., Co., Limited, Toronto, Ont.
Fairweathers, Limited, Toronto, Ont.
Hart Manufacturing Co., The, Montreal, Que.
Helena Costume Co., Limited, Toronto, Ont.
Ideal Women's Wear, Limited, Toronto, Ont.
McKinnon, S. F., & Co., Limited, Toronto, Ont.
Northway, John & Son, Limited, Toronto, Ont.
Novi-Modi Costume Co., Limited, Toronto, Ont.
Rea, A. E., & Co., Limited, Toronto, Ont.
Simpson, The Robert, Co., Limited, Toronto, Ont.
Stewart, Howe & Meek Co., Limited, Toronto, Ont.
Sommer, A., & Co., Montreal, Que.
Telford & O'Rourke Garment Co., Rock Island, Que.
Victor Mfg. Co., The, Quebec, Que.
Waldman, J. H., & Co., Montreal, Que.

590 CLOCKS AND CLOCK MOVEMENTS.

Berlin and Racyle Mfg. Co., Limited, Berlin, Ont.

591 CLOCKS, Engineers'.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

592 CLOCKS, Grandfather.

Berlin Furniture Co., Limited, The, Berlin, Ont.

593 CLOSETS, Ranges.

Standard Ideal Co., Limited, The, Port Hope, Ont. (Adv. Outside Back Cover.)
Toronto Hardware Mfg. Co., Toronto, Ont.

594 CLOSETS, Sanitary.

General Brass Works, Limited, Toronto, Ont.
Mitchell, The Robt., Co., Limited, Montreal, Que.
Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
Standard Ideal Co., Limited, The, Port Hope, Ont. (Adv. Outside Back Cover.)

595 CLOTH, Beaver.

Auburn Woollen Co., Limited, Peterboro, Ont.
Montreal Woollen Mill Co., The, Montreal, Que.
Paton Mfg. Co., Sherbrooke, Que. (Adv. page 916.)
Rosamond Woollen Co., Almonte, Ont.

596 CLOTH, Carriage.

Canadian Rubber Co., Limited, Montreal, Que. (Adv. Outside Back Cover.)
Montreal Woollen Mill Co., Montreal, Que.

597 CLOTH, Cheese.

Dominion Textile Co., Limited, Montreal, Que.

598 CLOTH, Cheviot.

Harris & Co., Limited, Rockwood, Ont.

Montreal Woollen Mill Co., The, Montreal, Que.
 Paton Mfg. Co., Sherbrooke, Que. (Adv. page 916.)
 Pattinson, Geo., & Co., Preston, Ont.
 Rosamond Woollen Co., Almonte, Ont.

599 CLOTH, Costume.

Dick, John, Limited, Toronto, Ont.
 Forbes, R., Co., Limited, Hespeler, Ont.
 Harris & Co., Limited, Rockwood, Ont.
 Hewson Woollen Mills, Limited, Amherst, N.S.
 Magog Woollen Mills, Limited, Sherbrooke, Que.
 Oxford Mfg. Co., Limited, Oxford, N.S.
 Paton Mfg. Co., Limited, Sherbrooke, Que. (Adv. page 916.)
 Pattinson, Geo., & Co., Preston, Ont.
 Slingsby Mfg. Co., Limited, The, Brantford, Ont.
 Willetts, Limited, Chambly Canton, Que.

600 CLOTH, Frieze.

Dick, John, Limited, Toronto, Ont.
 Harris & Co., Limited, Rockwood, Ont.
 Hewson Woollen Mills, Limited, Amherst, N.S.
 Magog Woollen Mills, Limited, Sherbrooke, Que.
 Montreal Woollen Mill Co., The, Montreal, Que.
 Paton Mfg. Co., Sherbrooke, Que. (Adv. page 916.)
 Pattinson, Geo., & Co., Preston, Ont.
 Rosamond Woollen Co., Almonte, Ont.
 Taylor, The T. H., Co., Limited, Chatham, Ont.
 Willetts, Limited, Chambly Canton, Que.

601 CLOTH, Homespuns.

Dick, John, Limited, Toronto, Ont.
 Harris & Co., Limited, Rockwood, Ont.
 Hewson Woollen Mills, Limited, Amherst, N.S.
 Magog Woollen Mills, Limited, Sherbrooke, Que.
 Oxford Mfg. Co., Limited, Oxford, N.S.
 Paton Mfg. Co., Sherbrooke, Que. (Adv. page 916.)
 Taylor, The T. H., Co., Limited, Chatham, Ont.
 Wylie, James H., Limited, Almonte, Ont.

602 CLOTH, Kersey.

Dontigny, Philip, Arnprior, Ont.
 Glen Woollen Mills, Limited, Glen Williams, Ont.
 MacLaren, Alexander, Wakefield, Que.
 Montreal Woollen Mill Co., The, Montreal, Que.
 Paton Mfg. Co., Sherbrooke, Que. (Adv. page 916.)
 Slingsby Mfg. Co., Limited, The, Brantford, Ont.
 Wylie, James H., Limited, Almonte, Ont.

603 CLOTH, Mackinaw.

Bird Woollen Mill Co., Limited, The, Bracebridge, Ont.
 Brown & Wigle Co., of Kingsville, Limited, Kingsville, Ont.
 Glen Woollen Mills, Limited, Glen Williams, Ont.
 Horn Bros. Woollen Co., Limited, Lindsay, Ont.
 Montreal Woollen Mill Co., The, Montreal, Que.
 Slingsby Mfg. Co., Limited, The, Brantford, Ont.
 Taylor, The T. H., Co., Limited, Chatham, Ont.

604 CLOTH, Melton Overcoating

Auburn Woollen Co., Limited, Peterboro, Ont.
 Montreal Woollen Mill Co., The, Montreal, Que.
 Paton Mfg. Co., Sherbrooke, Que. (Adv. page 916.)

Pattinson, Geo., & Co., Preston, Ont.
 Rosamond Woollen Co., Almonte, Ont.
 Willetts, Limited, Chambly Canton, Que.

605 CLOTH, Serge.

Forbes, R., Co., Limited, Hespeler, Ont.
 Paris Wincey Mills Co., The, Paris, Ont. (Adv. page 1134.)
 Paton Mfg. Co., Sherbrooke, Que. (Adv. page 916.)
 Pattinson, Geo., & Co., Preston, Ont.
 Rosamond Woollen Co., Almonte, Ont.
 Willetts, Limited, Chambly Canton, Que.

606 CLOTH, Tweed.

Auburn Woollen Co., Limited, Peterboro, Ont.
 Bird Woollen Mill Co., Ltd., The, Bracebridge, Ont.
 Dick, John, Limited, Toronto, Ont.
 Dontigny, Philip, Arnprior, Ont.
 Forbes, R., Co., Limited, Hespeler, Ont.
 Harris & Co., Limited, Rockwood, Ont.
 Hewson Woollen Mills, Limited, Amherst, N.S.
 MacLaren, Alexander, Wakefield, Que.
 Magog Woollen Mills, Limited, Sherbrooke, Que.
 Montreal Woollen Mill Co., The, Montreal, Que.
 Oxford Mfg. Co., Limited, Oxford, N.S.
 Paris Wincey Mills Co., The, Paris, Ont. (Adv. page 1134.)
 Paton Mfg. Co., Sherbrooke, Que. (Adv. page 916.)
 Pattinson, Geo., & Co., Preston, Ont.
 Penmans, Limited, Paris, Ont. (Adv. page 918.)
 Rosamond Woollen Co., Almonte, Ont.
 Slingsby Mfg. Co., Limited, The, Brantford, Ont.
 Waterhouse, Thomas, & Co., Ingersoll, Ont.
 Willetts, Limited, Chambly Canton, Que.

607 CLOTH, Venetian.

Auburn Woollen Co., Limited, Peterboro, Ont.
 Harris & Co., Limited, Rockwood, Ont.
 Willetts, Limited, Chambly Canton, Que.

608 CLOTH, Window Shade.

Daly & Morin, Montreal, Que.
 Smith, Carter & Smith, Limited, Montreal, Que.

609 CLOTH, Wire.

Canada Wire Goods Co., Hamilton, Ont. (Adv. page 1086.)
 Greening, The B., Wire Co., Limited, Hamilton, Ont. (Adv. page 1096.)
 Johnson, C. H., & Sons, Limited, Montreal, Que.
 Major Mfg. Co., Limited, The, Montreal, Que.
 Meadows, The Geo. B., Toronto Wire, Iron & Brass Works Co., Ltd., Toronto, Ont. (Adv. page 1089.)
 Munro Wire Works, Limited, New Glasgow, N.S.

610 CLOTH, Worsted.

Dick, John, Limited, Toronto, Ont.
 Forbes, R., Co., Limited, Hespeler, Ont.
 Harris & Co., Limited, Rockwood, Ont.
 Hewson Woollen Mills, Limited, Amherst, N.S.
 Montreal Woollen Mill Co., The, Montreal, Que.
 Paton Mfg. Co., Sherbrooke, Que. (Adv. page 916.)
 Rosamond Woollen Co., Almonte, Ont.

611 CLOTHES HORSES OR BARS.

Clemens, The H. A., Co., Limited, Guelph, Ont.
 Kennedy & Davis Milling Co., Limited, Lindsay, Ont.

Otterville Mfg. Co., Limited, Otterville, Ont.
 Taylor, Scott & Co., Toronto, Ont.
 Thomas Brothers, Limited, St. Thomas, Ont.

612 CLOTHING, Athletic.

Williams, Greene & Rome Co., Limited, Berlin, Ont.
 Wilson, The Harold A., Co., Limited, Toronto, Ont.

613 CLOTHING, Automobile.

Canadian Rubber Co., Limited, The, Montreal, Que. (Adv. Outside Back Cover.)
 Gilchrist Clothing, Limited, The, Toronto, Ont.
 National Rubber Co., of Canada, Montreal, Que.

614 CLOTHING, Card.

McLaren, D. K., Limited, Montreal, Que. (Adv. page 919.)
 McLaren, The J. C., Belting Co., Montreal, Que. (Adv. page 919.)

615 CLOTHING, Duck and Leather.

Hudson Bay Knitting Co., The, Montreal, Que.
 Woods, Limited, Ottawa, Ont.

616 CLOTHING, Horse.

See Blankets, Horse.

617 CLOTHING Ladies'.

See Cloaks, Suits and Costumes; Blouses and Shirt Waists; Skirts, Dress.

618 CLOTHING, Mackinaw.

Carrs Mackinaw Clothing Co., Orillia, Ont.
 Hudson Bay Knitting Co., The, Montreal, Que. (Adv. page 914.)
 Turner, Becton & Co., Limited, Victoria, B.C.

619 CLOTHING, Men's and Boys'.

Blue, Walter & Co., Limited, Sherbrooke, Que.
 Bond, H. E., & Co., Limited, Toronto, Ont.
 Braime, T. E., & Co., Toronto, Ont.
 Caldwell Pure Wool Clothing Co., Ottawa, Ont.
 Chalcraft, W. E., & Co., Limited, Toronto, Ont.
 Clayton & Sons, Halifax, N.S.
 Coppely, Noyes & Randall, Limited, Hamilton, Ont.
 Crown Tailoring Co., Limited, The, Toronto, Ont.
 Darling, Andrew, Company, Toronto, Ont.
 Dupuis Freres, Limited, Montreal, Que.
 Eaton, The T., Co., Limited, Toronto, Ont.
 Fashion-Craft Mfrs., Limited, Montreal, Que.
 Friedman Bros., Montreal, Que.
 Gilchrist Clothing, Limited, The, Toronto, Ont.
 Grafton & Co., Limited, Dundas, Ont.
 Greene, Swift & Co., London, Ont.
 Hachborn, E. G., & Co., Toronto, Ont.
 Hobberlin, The House of, Toronto, Ont.
 Inglis, W. J., Montreal, Que.
 Jackson Manufacturing Co., The, Clinton, Ont.
 Johnston, W. R., & Co., Limited, Toronto, Ont.
 Lailey, W. H., & Co., Limited, Toronto, Ont.
 Lowndes Co., Limited, The, Toronto, Ont.
 Northway, John & Son, Limited, Toronto, Ont.
 Peck, John W., & Co., Limited, Montreal, Que.
 Quebec Clothing Mfg. Co., Quebec, Que.
 Sanford, W. E., Mfg. Co., Limited, Hamilton, Ont.
 Simpson, The Robert, Co., Limited, Toronto, Ont.
 Stilenfit Clothing Co., The, Montreal, Que.
 Thornton & Douglas, Ltd., Hamilton, Ont.
 Vineberg, H., & Co., Montreal, Que.

Wener Bros., & Hart, Montreal, Que.
 Wilkins, Robert C., Montreal, Que.

620 CLOTHING, Oiled.

Guelph Oiled Clothing Co., Limited, The, Guelph, Ont.
 Matte, T., Quebec, Que.
 Tower Canadian Oiled Clothing Co., Limited, Toronto, Ont.

621 CLOTHING, Railway Employees', Steamboat Employees', etc.

See Uniforms.

622 CLOTHING, Rainproof and Waterproof.

Beaver Rubber Clothing Co., Limited, The, Montreal, Que.
 Guelph Oiled Clothing Co., Limited, The, Guelph, Ont.
 Matte, T., Quebec, Que.
 Montreal Waterproof Clothing Co., Montreal, Que.
 National Rubber Co. of Canada, Montreal, Que.

623 CLOTHING, Rubber.

Canadian Rubber Co., Limited, Montreal, Que. (Adv. Outside Back Cover.)
 National Rubber Co., of Canada, Montreal, Que.

624 CLUBS AND DUMB BELLS.

Taylor, Scott & Co., Toronto, Ont.

625 CLUTCHES, Coupling.

Chapman Double Ball Bearing Co., Limited, Toronto, Ont. (Adv. page 1085.)
 Dodge Manufacturing Co., of Toronto, Limited, Toronto, Ont. (Adv. page 903.)
 Goldie & McCulloch Co., Limited, The, Galt, Ont. (Adv. page 885.)
 Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)
 Robb Engineering Co., Limited, Amherst, N.S. (Adv. page 886.)

626 COAL.

Cumberland Railway & Coal Co., Montreal, Que.
 Nova Scotia Steel & Coal Co., Limited, New Glasgow, N.S. (Adv. page 1125.)

627 COAL, Artificial.

Campbell's Sons, R., Hamilton, Ont.

628 COAL TAR PRODUCTS.

Carritte, deB., St. John, N.B.
 Dominion Tar & Chemical Co., Limited, The, Sydney, N.S.

629 COATS, Coon.

Laliberte, J. B., Quebec, Que.

630 COATS, Fur.

Berlin Robe and Clothing Co., Limited, Berlin, Ont.
 Bourdeau, J., & Son, Montreal, Que.
 Brereton & Manning, Toronto, Ont.
 Dechene & Poulin, Quebec, Que.
 Fairweathers, Limited, Toronto, Ont.
 Holt, Renfrew & Co., Limited, Quebec, Que.
 Laliberte, J. B., Quebec, Que.
 Swift, Copland & Co., Limited, Montreal, Que.
 Waldron, Drouin Co., Limited, The, Montreal, Que.

631 COATS, Knitted.

See Sweaters and Sweater Coats.

632 COATS, Leather.

Clarke, A. R., & Co., Limited, Toronto, Ont.
 Hudson Bay Knitting Co., The, Montreal, Que.

633 COATS, Rain (Ladies')

National Rubber Co., of Canada, Montreal, Que.
 Waldman, J. H., & Co., Montreal, Que.

634 COATS, Rubber.

Canadian Rubber Co., Limited,
Montreal, Que. (Adv. Outside
Back Cover.)

635 COATS, Saskatchewan.

Newlands & Co., Galt, Ont.

636 COBBLERS' SETS.

Taylor-Forbes Co., Limited,
Guelph, Ont.

637 COCKS, Brass.

Babcock & Wilcox, Limited, Mont-
real. (Adv. page 890.)

Canadian Brass Co., Limited,
The, Galt, Ont.

Cuthbert, W. R. & Co., Mont-
real, Que.

Garth Co., The, Montreal, Que.

Kerr Engine Co., Limited, The,
Walkerville, Ont. (Adv. page
891.)

Mitchell, The Robt., Co., Limited,
Montreal, Que.

Morrison, The James, Brass Mfg.
Co., Limited, Toronto, Ont.
(Adv. page 1119.)

Penberthy Injector Co., Limited,
Windsor, Ont.

Standard Brass Mfg. Co., Lim-
ited, Sarnia, Ont.

638 COCKS, Steam, Gas and Water.

See Brass Goods, Plumbers' and
Steamfitters'.

639 COCOA.

Cowan Co., Limited, The, To-
ronto, Ont.

Lowney, The Walter M., Co., of
Canada, Ltd., Montreal, Que.

Mott, John P., & Co., Halifax,
N.S.

Todhunter, Mitchell & Co., To-
ronto, Ont.

640 COCOA, Condensed.

Truro Condensed Milk Co., Lim-
ited, Truro, N.S.

641 COCOANUT, Prepared.

Downey, W. P., Montreal, Que.
White Swan Spices and Cereals,
Toronto, Ont.

642 COFFEE.

Barbour, G. E., Co., Limited, St.
John, N.B.

Blue Ribbon, Limited, Winnipeg,
Man.

Braid, Wm., & Co., Vancouver,
B.C.

Cochrane, C. H., & Co., Ottawa,
Ont.

Codville Co., Limited, The, Win-
nipeg, Man.

Dalley, The F. F., Co., of Ham-
ilton, Limited, Hamilton, Ont.

Dalton Bros., Toronto.

Dyson Co., The, Winnipeg, Man.

Empress Mfg. Co., Limited, Van-
couver, B.C.

Ewing, S. H., & Sons, Montreal,
Que.

Georgeson & Co., Limited, Calgary,
Alta.

Gorman, Eckert & Co., Limited,
London, Ont.

McLarens, Limited, Hamilton,
Ont.

Pure Gold Mfg. Co., Limited,
Toronto, Ont.

Todhunter, Mitchell & Co., To-
ronto, Ont.

White Star Mfg. Co., The, Win-
nipeg, Man.

White Swan Spices and Cereals,
Limited, Toronto, Ont.

643 COFFEE, Condensed.

Charlottetown Condensed Milk
Co., Ltd., Charlottetown, P.E.I.

Truro Condensed Milk Co., Lim-
ited, Truro, N.S.

644 COFFINS.

See Caskets and Coffins.

645 COILS, Copper, Steam.

Coulter, Wm., & Sons, Toronto,
Ont. (Adv. page 1132.)

Mitchell, The Robt. Co., Limited,
Montreal, Que.

Morrison, The James, Brass Mfg.
Co., Limited, Toronto, Ont.
(Adv. page 1119.)

646 COILS, Spark.

Canadian General Electric Co.,
Ltd., Toronto, Ont. (Adv. page
1077.)

647 COKE.

Nicola Valley Coal & Coke Co.,
Limited, Vancouver, B.C.

Standard Fuel Co., of Toronto,
Limited, The, Toronto, Ont.

648 COLLAR CHECKS.

Brook Woollen Co., of Simcoe,
Limited, The, Simcoe, Ont.

Glen Woollen Mills, Limited,
Glen Williams, Ont.

649 COLLARS AND CUFFS, Waterproof.

Arlington Co., of Canada, Limited,
Toronto, Ont.

Miller Bros., Co., Limited, The,
Montreal, Que.

Smith, D'Entremont Co., Limited,
The, Toronto, Ont.

650 COLLARS AND CUFFS, Linen.

Canadian Convertors Co., Limited,
Montreal, Que.

Rideau Mfg. Co., The, Ottawa,
Ont.

Van Allen Co., Limited, Hamil-
ton, Ont.

Williams, Greene & Rome Co.,
of Berlin, Ltd., The, Berlin,
Ont.

651 COLLARS, Clamp and Shaft

Dodge Mfg. Co., of Toronto, Lim-
ited, Toronto, Ont. (Adv. page
903.)

Fleck, Alexander, Limited, Otta-
wa, Ont.

Fleming, James, St. John, N.B.

Letson & Burpee, Limited, Van-
couver, B.C.

Matheson, I., & Co., Limited,
New Glasgow, N.S.

Miller Bros. & Toms, Montreal,
Que. (Adv. page 1134.)

652 COLLARS, Dog.

Edwards, J. E., & Sons, Bracon-
dale, Ont.

General Leather Goods, Limited,
Toronto, Ont.

Kelly's, Limited, Halifax, N.S.

653 COLLARS, Horse.

Ackerman, B. F., Son & Co.,
Peterboro, Ont.

Adams Bros. Harness Mfg. Co.,
Limited, Toronto, Ont.

Gananoque Harness Works, Gan-
anoque, Ont.

Beal Bros., Toronto, Ont.

Great West Saddlery Co., Lim-
ited, The, Winnipeg, Man.

Heney, E. N., Co., Limited, Mont-
real, Que.

Jolley, James, & Sons, Limited,
Hamilton, Ont.

Lamontagne, Limited, Montreal,
Que.

654 COLLARS, Paper.

Miller Bros. Co., Limited, The,
Montreal, Que.

**655 COLORS, Coach and Rail-
way.**

Berry Bros., Limited, Walker-
ville, Ont.

Brandram-Henderson, Limited,
Montreal, Que.

Harland, Wm., & Son, Toronto,
Ont.

Imperial Varnish & Color Co.,
Limited, The, Toronto, Ont.
(Adv. page 1102.)

Jamieson, R. C., & Co., Limited,
Montreal, Que.

Langmuir, James, & Co., Limited,
Toronto, Ont.

Muirhead, A., Co., Limited, Toron-
to, Ont.

Pendray, W. J., Victoria, B.C.

Ramsay, A., & Son Co., Montreal,
Que.

Sherwin-Williams Co., The, Mont-
real, Que.

Standard Paint & Varnish Co.,
Limited, Windsor, Ont.

Staneland Co., Limited, The, Vic-
toria, B.C.

**656 COLORS, Confectioners' &
Bottlers'.**

Downey, W. P., Montreal, Que.

Hutchinson & Peterson, Toronto,
Ont.

Patrick, W. G., & Co., Toronto,
Ont.

Seely Mfg. Co., Windsor, Ont.

657 COLORS, Dry.

Brandram-Henderson, Ltd., Mont-
real, Que.

Canada Paint Co., Ltd., The,
Montreal, Que. (Adv. page
1103.)

Dods, P. D., & Co., Limited,
Montreal, Que.

Imperial Varnish & Color Co.,
Ltd., The, Toronto, Ont. (Adv.
page 1102.)

Pendray, W. J., Victoria, B.C.

Ramsay, A., & Son Co., Mont-
real, Que.

Sherwin-Williams Co., The, Mont-
real, Que.

Standard Paint & Varnish Co.,
Limited, Windsor, Ont.

Staneland Co., Limited, The, Vic-
toria, B.C.

658 COLORS IN JAPAN.

Brandram-Henderson, Ltd., Mont-
real, Que.

Imperial Varnish & Color Co.,
Ltd., The, Toronto, Ont. (Adv.
page 1102.)

Langmuir, James, & Co., Limited,
Toronto, Ont.

Martin Senour Co., Limited, The,
Montreal, Que.

Moore, Benjamin, & Co., Lim-
ited, West Toronto, Ont.

Muirhead, A., Co., Limited, Toron-
to, Ont.

Pendray, W. J., Victoria, B.C.

Ramsay, A., & Son Co., Mont-
real, Que.

Robertson, The James, Co., Lim-
ited, Montreal, Que.

Standard Paint & Varnish Co.,
Limited, Windsor, Ont.

Staneland Co., Limited, The, Vic-
toria, B.C.

Stephens, G. F., & Co., Limited,
Winnipeg, Man.

659 COLORS IN OIL.

Brandram-Henderson, Limited,
Montreal, Que.

Canada Paint Co., Limited, The,
Montreal, Que. (Adv. page
1103.)

Imperial Varnish & Color Co.,
Limited, The, Toronto, Ont.
(Adv. page 1102.)

Langmuir, James, & Co., Limited,
Toronto, Ont.

Martin Senour Co., Limited, The,
Montreal, Que.

Moore, Benjamin, & Co., Lim-
ited, West Toronto, Ont.

Muirhead, A., Co., Limited, Toron-
to, Ont.

Ottawa Paint Works, The, Ottawa,
Ont.

Ramsay, A., & Son Co., Montreal,
Que.

Robertson, The James, Co., Lim-
ited, The, Montreal, Que.

Sherwin-Williams Co., The, Mont-
real, Que.

Standard Paint & Varnish Co.,
Limited, Windsor, Ont.

Staneland Co., Limited, The, Vic-
toria, B.C.

Stephens, G. F., & Co., Limited,
Winnipeg, Man.

660 COLORS IN WATER.

Muirhead, A., Co., Limited, Toron-
to, Ont.

Staneland Co., Limited, The, Vic-
toria, B.C.

Stephens, G. F., & Co., Limited,
Winnipeg, Man.

661 COLORS, Mortar.

See Stains, Mortar.

662 COLUMNS, Brass.

Toronto Brass Mfg. Co., Toronto,
Ont.

**663 COLUMNS AND PILAS-
TERS, Building.**

Milne, Coult & Co., Limited, St.
George, N.B.

Stanstead Granite Quarries Co.,
Limited, Beebe, Que.

Tayte-Meating & Co., St. George,
N.B.

**664 COLUMNS, Iron (Build-
ing).**

Calgary Iron Works, Limited, Cal-
gary, Alta.

Canada Foundry Co., Limited,
Toronto, Ont.

Fleming, James, St. John, N.B.

Hamilton Bridge Works Co., Lim-
ited, The, Hamilton, Ont. (Adv.
page 883.)

Inglis, The John, Co., Limited,
Toronto, Ont. (Adv. page
890.)

Jenckes Machine Co., Limited,
The, Sherbrooke, Que.

Manitoba Bridge and Iron Works,
Limited, The, Winnipeg, Man.

Matheson, I., & Co., Limited,
New Glasgow, N.S.

McGregor & McIntyre, Limited, To-
ronto, Ont.

Mount Royal Foundry Co., Limited,
The, Montreal, Que.

Watson, John, & Son, of Montreal,
Limited, Montreal, Que. (Adv.
page 1137.)

665 COLUMNS, Water.

Morrison, The James, Brass Mfg.
Co., Limited, Toronto, Ont.
(Adv. page 1119.)

666 COMBS, Curry.

Burrow, Stewart & Milne Co.,
Limited, The, Hamilton, Ont.
(Adv. page 1139.)

Eclipse Mfg. Co., Limited, The,
Ottawa, Ont.

Smart, The James, Mfg. Co., Lim-
ited, Brockville, Ont. (Adv.
page 1138.)

Wright, E. T., & Co., Hamilton,
Ont.

667 COMBS, Dressing & Fine.

Arlington Co., of Canada, Lim-
ited, Toronto, Ont.

Smith, D'Entremont Co., Limited,
The, Toronto, Ont.

668 COMFORTERS.

Alaska Feather & Down Co., Ltd.,
Montreal, Que.

Canadian Feather & Mattress Co.,
Limited, The, Toronto, Ont.

Harvey Quilting Co., Limited, To-
ronto, Ont.

669 COMMUTATORS.

Canadian General Electric Co.,
Limited, Toronto, Ont. (Adv.
page 1077.)

Consolidated Electric Co., Lim-
ited, Toronto, Ont.

670 COMPASSES.

Piper, The Hiram L., Co., Lim-
ited, Montreal, Que.

Piper, The N. L., Railway Supply
Co., Limited, Toronto, Ont.

671 COMPOSING MACHINES.

See Machines, Composing.

**672 COMPOSITION, Roller and
Padding.**

Ault & Wiborg Co., of Canada,
Limited, The, Toronto, Ont.
(Adv. page 1102.)

Canada Printing Ink Co., Lim-
ited, Toronto, Ont.

673 COMPOUNDS, Boiler.

British-American Oil Co., Ltd.,
The, Toronto, Ont.

Canada Chemical Mfg. Co., Lim-
ited, The, London, Ont. (Adv.
page 1131.)

Commercial Oil Co., Limited, The,
Hamilton, Ont.

Crescent Oil Co., The, Hamilton,
Ont.

Crown Oil Refining Co., Limited,
Hamilton, Ont.

Electric Boiler Compound Co.,
Limited, The, Guelph, Ont.

McColl Bros., & Co., Toronto,
Ont.

Seward, The L. B., Lubricating
Co., Ottawa, Ont.

Spooner, Alonzo W., Port Hope,
Ont.

674 COMPOUNDS, Bolt Cutting.

McColl Bros., & Co., Toronto, Ont.

Zenith Mfg. Co., Limited, Toronto,
Ont.

675 COMPOUNDS, insulating.
Imperial Varnish & Color Co., Limited, The, Toronto, Ont. (Adv. page 1102.)
International Varnish Co., Limited, Toronto, Ont. (Adv. page 1103.)
Standard Paint Co., of Canada, Limited, The, Montreal, Que.

676 COMPRESSORS, Air and Steam.

Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902.)
Canada Foundry Co., Limited, Toronto, Ont.
Canadian Rand Co., Limited, Montreal, Que.
Canadian Westinghouse Co., Limited, Hamilton, Ont.
General Fire Extinguisher Company, Montreal, Que.
Holden Co., Limited, The, Montreal, Que.
McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)
Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)

677 COMPRESSORS, Air, Electric Motor-Driven.

Canadian Westinghouse Co., Limited, Hamilton, Ont.

678 CONCORDS (Vehicles).
See Carriages.

679 CONDENSERS.

Allis-Chalmers-Bullock, Ltd., Montreal, Que. (Adv. page 902.)
Canada Foundry Co., Limited, Toronto, Ont.
Goldie & McCulloch Co., Limited, The, Galt, Ont. (Adv. page 885.)
Hall Engineering Works, The, Montreal, Que.
Inglis, The John Co., Limited, Toronto, Ont. (Adv. page 890.)
Kerr, J. & J., Co., Limited, Petrolia, Ont.
McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)
Matheson, I. & Co., Limited, New Glasgow, N.S.
Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)

680 CONDENSERS, Ammonia.
Garth Co., The, Montreal, Que.

681 CONDUCTORS, Lightning Rod.

Dominion Wire Mfg. Co., Limited, Montreal, Que.

682 CONDUITS, Electric Wire.

Bongard, C. W., Co., Limited, Toronto, Ont.
Canadian General Electric Co., Limited, Toronto, Ont.
Conduits Co., Limited, Toronto, Ont. (Adv. page 1130.)

683 CONES, Bicycle and Roller Skate.

Morrow, The John, Screw, Limited, Ingersoll, Ont. (Adv. page 1122.)

684 CONFECTIONERS' SUPPLIES.

Cowan, John Co., Limited, Montreal, Que.

685 CONFECTIONERY.

Abbot, Grant & Co., Limited, Brockville, Ont.
Bean & Westlake, Woodstock, Ont.
Boyd, The W. J., Candy Co., Winnipeg, Man.
Bradshaw, I. D., & Co., Toronto, Ont.
Coles, George, Limited, Toronto, Ont.
Cowan Co. Limited, The, Toronto, Ont.
Crothers, The W. J. Co., Limited, Kingston, Ont.
Doerr, C. H., & Co., Berlin, Ont.
Dominion Biscuit Co., Limited, Vancouver, B.C.

Foley Bros., Larson & Co., Winnipeg, Man.
Ganong Bros., Limited, St. Stephen, N.B.
Hamilton, G. J., & Sons, Pictou, N.S.
Lang Mfg. Co., The, Montreal, Que.

Lauder, Chas., Co., Toronto, Ont.
Lowney, The Walter M., Co., of Canada, Limited, Montreal, Que.

Lynch Bros., Dolan Co., Limited, Sydney, N.S.
McConkey, Geo. S., Toronto, Ont.
McCormick Mfg. Co., Limited, The, London, Ont.
McGregor-Harris Co., Limited, Toronto, Ont.
McLauchlan & Sons, Co., Limited, Owen Sound, Ont.
McWilliam, W., & Son, Quebec, Que.

Martineau, L. & Cie., Limitée, Montreal, Que.
Moirs, Limited, Halifax, N.S.
Montreal Biscuit Co., The, Montreal, Que.
Mooney Biscuit & Candy Co., Limited, The, Stratford, Ont.
Nasmith Co., Limited, The, Toronto, Ont.
Neilson, William, Limited, Toronto, Ont.

Paulin Chambers Co., Limited, The, Winnipeg, Man.
Perrin, D. S., & Co., Limited, London, Ont.

Quaker Candy Co., Toronto, Ont.
Robertson Bros., Limited, Toronto, Ont.

Rochon's, Calgary, Alta.
Smith, M. R., & Co., Limited, Victoria, B.C.
Stewart Co., Limited, The, Toronto, Ont.

Sugars & Cannery, Limited, Montreal, Que.

Telfer Bros., Limited, Collingwood, Ont.

Vanderlip, C., Winnipeg, Man.
Viau & Frere, Montreal, Que.

Webb, The Harry, Co., Limited, Toronto, Ont.
White Candy Co., Limited, The, St. John, N.B.

686 CONTROLLERS, Electric.

Canadian General Electric Co., Limited, Toronto, Ont. (Adv. page 1077.)
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Eastman Machine Co., Limited, Toronto, Ont.

Hinton Electric Co., Limited, The, Vancouver, B.C.
Parkin Elevator Co., Limited, The, Hespeler, Ont. (Adv. page 1101.)

Turnbull Elevator Mfg. Co., The, Toronto, Ont.
Turner, John, & Son, Toronto, Ont.

687 CONVEYORS, Chain and Belt.

Dodge Mfg. Co., of Toronto, Limited, Toronto, Ont. (Adv. page 908.)

Hamilton, Wm., Co., Limited, Peterborough, Ont.

Jeffrey Mfg. Co., The, Montreal, Que. (Adv. page 1100.)

Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)

Perrin, Wm. R., & Co., Limited, Toronto, Ont. (Adv. page 896.)

688 CONVEYORS, Coal and Ash.

Babcock & Wilcox, Limited, Montreal, Que. (Adv. page 890.)
Jeffrey Mfg. Co., The, Montreal, Que. (Adv. page 1100.)

Jenckes Machine Co., Limited, The, Sherbrooke, Ont.

689 CONVEYORS, Sawdust.

Hamilton, Wm., Co., Limited, Peterborough, Ont.
Jeffrey Mfg. Co., The, Montreal, Que. (Adv. page 1100.)

Williams, The Madison, Mfg. Co., Limited, Lindsay, Ont.

690 CONVEYORS, Spiral.

Dodge Mfg. Co., of Toronto, Limited, Toronto, Ont. (Adv. page 908.)

Goldie & McCulloch Co., Limited, The, Galt, Ont. (Adv. page 885.)
Jeffrey Mfg. Co., The, Montreal, Que. (Adv. page 1100.)
Jenckes Machine Co., Limited, The, Sherbrooke, Que.

691 COOKERS, Fireless.

Campbell, The Manson, Co., Limited, Chatham, Ont. (Adv. page 1128.)

692 COOKING APPARATUS, Electric.

Collier, Cunningham Co., Limited, Peterborough, Ont.

693 COOLERS, Beer and Cream.

Booth Copper Co., Limited, The, Toronto, Ont.

694 COOLERS, Water.

Davidson, The Thos., Mfg. Co., Limited, Montreal, Que. (Adv. page 1130.)

Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)

McClary Mfg. Co., London, Ont. (Adv. page 913.)

Prowse, Geo. R., Montreal, Que.

695 COOPERAGE STOCK.

Clark Bros., Sutton, Que.
London & Petrolia Barrel Co., The, London, Ont.

Murray & Gregory, Limited, St. John, N.B.

Starke Cooperage Co., The, Montreal, Que.

Sutherland, Innes Co., Limited, The, Chatham, Ont. (Adv. page 1114.)

696 COPING, Metal.

Metal Shingle & Siding Co., Limited, Preston, Ont. (Adv. page 1083.)

Metallic Roofing Co., of Canada, Limited, The, Toronto, Ont. (Adv. pages 1080-1081.)

Pedlar Metal Roofing Co., The, Oshawa, Ont.

697 COPING, Wall.

Dominion Sewer Pipe Co., Limited, The, Swansea, Ont. (Adv. page 1104.)

Hamilton & Toronto Sewer Pipe Co., Limited, The, Hamilton, Ont.

698 COPPER, Matte.

Consolidated Mining & Smelting Co., of Canada, Limited, Trail, B.C. (Adv. page 1126.)

Granby Consolidated Mining, Smelting & Power Co., Limited, Grand Forks, B.C.

Hall Mining & Smelting Co., Limited, Nelson, B.C.

Superior Copper Co., Limited, Saulte Ste. Marie, Ont.

Tyee Copper Co., Limited, The, Victoria, B.C.

699 COPPER-NICKEL MATTE.

Canadian Copper Co., The, Copper Cliff, Ont.

700 COPPER, Pig.

Frankel Bros., Toronto, Ont.
Syracuse Smelting Works, Montreal, Que.

701 COPPER, Sheet.

Garth Co., The, Montreal, Que.
Mitchell, The Robt., Co., Limited, Montreal, Que.

702 COPPER SULPHATE.

Consolidated Mining & Smelting Co., of Canada, Limited, Trail, B.C. (Adv. page 1126.)

703 COPPER WORK, for Bakers, Confectioners, Brewers, Distillers, Vinegar Manufacturers, Sugar Refineries, etc.

Booth Copper Co., Limited, The, Toronto, Ont.

Gardner, Robert, & Son, Limited, Montreal, Que. (Adv. page 896.)

Sydney Foundry & Machine Works, Limited, The, Sydney, N.S.

704 COPPERAS.

Canada Chemical Mfg. Co., Limited, The, London, Ont. (Adv. page 1131.)
Nichols Chemical Co., of Canada, Limited, The, Montreal, Que. (Adv. page 1129.)

705 COPPERWARE.

Davidson, The Thos., Mfg. Co., Limited, Montreal, Que. (Adv. page 1130.)

Farquhar Bros., Halifax, N.S.
Hughes, J. W., & Son, Montreal, Que.

Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)

McClary Mfg. Co., London, Ont. (Adv. page 913.)

Prowse, Geo. R., Montreal, Que.

706 CORD, Awning, Bell, Loom, Sash, Seaming, etc.

Doon Twine & Cordage Co., Limited, The, Doon, Ont. (Adv. page 916.)

Hamilton Cotton Co., Hamilton, Ont. (Adv. page 915.)

707 CORD, Rubber.

Gutta Percha & Rubber Mfg. Co., Limited, The, Toronto, Ont. (Adv. Inside Back Cover.)

708 CORD, Wire (Electric Flexible).

Canadian General Electric Co., Limited, Toronto, Ont. (Adv. page 1077.)

Phillips, Eugene F., Electrical Works, Limited, Montreal, Que. (Adv. page 1138.)

709 CORDAGE, Cotton, Hemp and Jute.

Brantford Cordage Co., Limited, The, Brantford, Ont.

Consumers Cordage Co., Limited, Montreal, Que.

Doon Twine & Cordage Co., Limited, The, Doon, Ont. (Adv. page 916.)

Shurly & Derrett, Toronto, Ont. (Adv. page 916.)

710 CORDAGE, Linen and Flax.

Brantford Cordage Co., Limited, The, Brantford, Ont.

Doon Twine & Cordage Co., Limited, The, Doon, Ont. (Adv. page 916.)

Shurly & Derrett, Toronto, Ont. (Adv. page 916.)

711 CORDAGE, Manila and Sisal.

Brantford Cordage Co., Limited, The, Brantford, Ont.

Canadian Cordage and Mfg. Co., Limited, Peterborough, Ont.

Consumers Cordage Co., Limited, Montreal, Que.

Doon Twine and Cordage Co., Limited, The, Doon, Ont. (Adv. page 916.)

Plymouth Cordage Co., Welland, Ont.

712 CORDS, Tassels & Fringes.

Dominion Cord & Tassel Co., The, Montreal, Que.

Moulton & Co., Montreal, Que.
Peters, J. Henry, Co., Toronto, Ont.

Textile Trimmings Co., The, Toronto, Ont.

White-Allan Co., of Toronto, Limited, The, Toronto, Ont.

713 CORKS AND CROWN CORKS.

Aluminum & Crown Stopper Co., Toronto, Ont.

Dominion Crown Cork Co., Limited, Toronto, Ont.

Ewing, S. H., & Sons, Montreal, Que.

Freysseng Cork Co., Limited, Toronto, Ont.

Willson & Warden, Toronto, Ont.

714 CORKS AND STOPPERS, Rubber.

Canadian Rubber Co., Limited, Montreal, Que. (Adv. Outside Back Cover.)

715 CORN MEAL.

See Meal, Corn and Wheat.

716 CORNICES, Galvanized Iron.

Galt Art Metal Co., Limited, The, Galt, Ont.
 Irwin, Thos., & Son, Hamilton, Ont.
 Metal Shingle & Siding Co., Limited, Preston, Ont. (Adv. page 1083.)
 Metallic Roofing Co., of Canada, Limited, The, Toronto, Ont. (Adv. pages 1080-1081.)
 Ormsby, A. B., Limited, Toronto, Ont. (Adv. page 1096.)
 Reed, Geo. W., & Co., Limited, Montreal, Que.
 Riddell, John E., Hamilton, Ont.
 Stevely, Wm., & Son, London, Ont.
 Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
 Wheeler & Bain, Toronto, Ont.

717 CORSETS.

Brush & Co., Toronto, Ont.
 Crompton Corset Co., Limited, Toronto, Ont.
 Dominion Corset Co., Quebec, Que.
 Eaton, The T., Co., Limited, Toronto, Ont.
 Parisian Corset Mfg. Co., Limited, Quebec, Que.
 Spirella Co., of Canada, Limited, The, Niagara Falls, Ont.

718 CORUNDUM.

Canada Corundum Co., Limited, Toronto, Ont.
 Prescott Emery Wheel Co., Limited, Prescott, Ont.

719 COSTUME CLOTH.

See Cloth, Costume.

720 COSTUMES, Ladies'.

See Cloaks, Suits and Costumes, Ladies'.

721 COTS.

Canada Furniture Mfrs., Limited, Woodstock, Ont.
 Gale, Geo., & Sons, Waterville, Que. (Adv. page 904.)
 Ham & Nott Co., Limited, Brantford, Ont.
 Meadows, The Geo. B., Toronto Wire, Iron & Brass Works Co., Limited, Toronto, Ont. (Adv. page 1089.)
 Munro Wire Works, Limited, New Glasgow, N.S.
 Otterville Mfg. Co., Limited, Otterville, Ont.
 Toronto Bedding Co., Limited, The, Toronto, Ont.

722 COTTOLENE.

Fairbank, The N. K., Co., Montreal, Que.

723 COTTONADES.

Canadian Colored Cotton Mills Co., Limited, The, Montreal, Que. (Adv. page 914.)
 Cornwall & York Cotton Mills Co., Limited, St. John, N.B.
 Hamilton Cotton Co., Hamilton, Ont. (Adv. page 915.)
 Morrice, The D., Co., Limited, Montreal, Que.

724 COTTONS, Printed, Plain and Fancy.

Canadian Colored Cotton Mills Co., Limited, The, Montreal, Que. (Adv. page 914.)
 Cornwall & York Cotton Mills Co., Limited, St. John, N.B.
 Dominion Textile Co., Limited, Montreal, Que.
 Montreal Cotton Co., Valleyfield, Que.
 Morrice, The D., Co., Limited, Montreal, Que.
 Mount Royal Spinning Co., Limited, The, Montreal, Que.

725 COTTON WASTE.

See Waste, Cotton.

726 COUCHES.

Coombe & Watson, Kincardine, Ont.
 Dymond, The W. P., Co., Limited, Strathroy, Ont.
 Hibner, The D., Furniture Co., Limited, Berlin, Ont.

Knechtel Furniture Co., Limited, The, Hanover, Ont.
 Krug, The H., Furniture Co., Limited, Berlin, Ont.
 Schierholtz Furniture Co., Limited, The, New Hamburg, Ont.
 Waterloo Furniture Co., Limited, The, Waterloo, Ont.

727 COUCHES, Folding.

Anchor Brass and Iron Bedstead Co., Toronto, Ont.
 Coombe & Watson, Kincardine, Ont.
 Krug, The H., Furniture Co., Limited, Berlin, Ont.
 Schierholtz Furniture Co., Limited, The, New Hamburg, Ont.
 Waterloo Furniture Co., Limited, The, Waterloo, Ont.

728 COUNTER CHECK AND SALES CHECKS.

See Books, Counter Check and Sale.

729 COUNTERS, Boot and Shoe.

See Stiffeners and Counters.

730 COUNTERS, Metal.

Office Specialty Mfg. Co., Limited, Toronto, Ont.

731 COUNTERS, Revolution.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

732 COUPLERS, Automatic Air and Steam.

Canadian Westinghouse Co., Limited, Hamilton, Ont.

733 COUPLERS, Car.

Dominion Car & Foundry Co., Limited, Montreal, Que. (Adv. page 887.)
 Holden Co., Limited, The, Montreal, Que.
 McNeill, Wm. P., & Co., New Glasgow, N.S.
 Pratt & Letchworth Co., Brantford, Ont.
 Walkerville Malleable Iron Co., Limited, Walkerville, Ont.

734 COUPLINGS, Clutch and Out-Off.

Dodge Manufacturing Co., of Toronto, Limited, Toronto, Ont. (Adv. page 903.)
 Fleming, James, St. John, N.B.
 Goldie & McCulloch Co., Limited, The, Galt, Ont. (Adv. page 885.)
 Hamilton, Wm., Co., Limited, Peterborough, Ont.
 Matheson, I., & Co., Limited, New Glasgow, N.S.
 Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)
 Robb Engineering Co., Limited, Amherst, N.S. (Adv. page 886.)
 Watrous Engine Works Co., Limited, The, Brantford, Ont. (Adv. page 889.)

735 COUPLINGS, Flanged.

Dart Union Co., Limited, Toronto, Ont.
 Fleming, James, St. John, N.B.
 Goldie & McCulloch Co., Limited, Galt, Ont. (Adv. page 885.)
 Hamilton, Wm., Co., Limited, Peterborough, Ont.
 Jenckes Machine Co., Limited, The, Sherbrooke, Que.
 Matheson, I., & Co., Limited, New Glasgow, N.S.
 Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)
 Watrous Engine Works Co., Limited, Brantford, Ont. (Adv. page 889.)

736 COUPLINGS, Hose.

Fleming, James, St. John, N.B.
 Garth Co., The, Montreal, Que.
 Mitchell, The Robert, Co., Limited, Montreal, Que.
 Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
 Smart, The Jas., Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)
 Wilson & Cousins, Toronto, Ont.

737 COVERINGS, Furniture.

Gold Medal Furniture Mfg. Co., Limited, Toronto, Ont.
 Hees, Geo. H., Son & Co., Limited, Toronto, Ont.

738 COVERINGS, Mattress.

Montreal Quilting Co., Limited, The, Montreal, Que.

739 COVERINGS, Pipe & Boiler.

Canadian Asbestos Co., Montreal, Que.
 Canadian H. W. Johns-Manville Co., Toronto, Ont.
 Eureka Mineral Wool & Asbestos Co., Toronto, Ont. (Adv. page 1093.)
 Garlock Packing Co., The, Hamilton, Ont.
 Hamilton Engine Packing Co., Hamilton, Ont.

740 COVERS, Horse, Salvage and Wagon.

Bromley & Hague, Limited, Winnipeg, Man.
 Canadian Rubber Co., Limited, Montreal, Que. (Adv. Outside Back Cover.)
 Edmonton Tent & Mattress Co., Limited, Edmonton, Alta.
 Guelph Oiled Clothing Co., Limited, The, Guelph, Ont.
 Leckie, John, Limited, Toronto, Ont.
 Merchants Awning Co., Limited, Montreal, Que.
 Sonne, Thos., Sr., Montreal, Que.
 Tower Canadian Oiled Clothing Co., Limited, Toronto, Ont.
 Turner, J. J., & Sons, Peterboro, Ont.

741 COVERS, Table.

Hamilton Cotton Co., Hamilton, Ont. (Adv. page 915.)
 Montreal Cotton Co., Valleyfield, Que.
 Textile Trimmings Co., The, Toronto, Ont.

742 CRADLES, Children's.

See Furniture, Bedroom.

743 CRADLES, Doll.

Gendron Mfg. Co., Limited, The, Toronto, Ont. (Adv. page 1118.)

744 CRADLES, Grain.

Cameron, Dunn Mfg. Co., Limited, The, Strathroy, Ont.
 Dominion Snath Co., The, Waterville, Que.

745 CRANES, Electric and Travelling.

Babcock & Wilcox, Limited, Montreal, Que. (Adv. page 890.)
 Beatty, M., & Sons, Limited, Welland, Ont. (Adv. page 888.)
 Canada Foundry Co., Limited, Toronto, Ont.
 Canadian Rand Co., Limited, Montreal, Que.
 Dominion Bridge Co., Limited, Montreal, Que. (Adv. page 1106.)
 Hamilton, Wm., Co., Limited, Peterborough, Ont.
 McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)
 McNeill, Wm. P., & Co., New Glasgow, N.S.
 Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)
 Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)

746 CRANES, Hand-Power and Jib.

Beatty, M., & Sons, Limited, Welland, Ont. (Adv. page 888.)
 Dominion Bridge Co., Limited, Montreal, Que. (Adv. page 1106.)
 Hall Engineering Works, The, Montreal, Que.
 Hamilton Bridge Works Co., Limited, The, Hamilton, Ont. (Adv. page 883.)
 Hamilton, Wm., Co., Limited, Peterborough, Ont.
 Jenckes Machine Co., Limited, The, Sherbrooke, Que.

McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)
 Marsh & Henthorn, Limited, Belleville, Ont.

Matheson, I., & Co., Limited, New Glasgow, N.S.
 Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)
 Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)

747 CRANES, Steam.

Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)

748 CRANKSHAFTS AND CONNECTING RODS.

Canada Forge Co., Limited, Welland, Ont. (Adv. page 1129.)
 Canadian Billings & Spencer, Limited, Welland, Ont. (Adv. page 1107.)

749 CRATES, Egg.

Alberta Box Co., Limited, Calgary, Alta.
 Czerwinski Box Co., Limited, The, Winnipeg, Man.
 Dowsell Mfg. Co., Limited, The, Hamilton, Ont. (Adv. page 924.)
 Woods, Walter, & Co., Hamilton, Ont.

750 CRATES, Fruit and Vegetable.

Barchard & Co., Limited, Toronto, Ont.
 Meyer-Thomas Co., Limited, The, Montreal, Que.
 Murray & Gregory, Limited, St. John, N.B.
 Rutherford, The Wm., & Sons, Co., Montreal, Que. (Adv. page 1116.)

751 CRAYONS, Lumber.

Hughes Owens Co., Limited, The, Montreal, Que.

753 CREAM, Evaporated.

Aylmer Condensed Milk Co., Limited, Aylmer, Ont.
 Charlottetown Condensed Milk Co., Limited, Charlottetown, P.E.I.
 Ewing, S. H., & Sons, Montreal, Que.
 St. Charles Condensing Co., Ingersoll, Ont.
 Truro Condensed Milk Co., Limited, Truro, N.S.

754 CREAM TARTAR.

Ewing, S. H., & Sons, Montreal, Que.
 Mott, John P., & Co., Halifax, N.S.
 White Swan Spices and Cereals, Limited, Toronto, Ont.

755 CREOSOTE.

Dominion Tar & Chemical Co., Limited, The, Sydney, N.S.
 Standard Chemical Co., of Toronto, Limited, The, Toronto, Ont.

756 CREMATORIES, Garbage.

Toronto Furnace & Crematory Co., Limited, Toronto, Ont.

757 CRESTINGS, Iron.

Canada Foundry Co., Limited, Toronto, Ont.
 Dennis Wire & Iron Works Co., Limited, London, Ont. (Adv. page 1120.)
 Shipway Iron, Bell & Wire Mfg. Co., Limited, Toronto, Ont.
 Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)
 Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)
 Toronto Hardware Mfg. Co., Toronto, Ont.

758 CRESTINGS, Metal.

Metal Shingle & Siding Co., Limited, Preston, Ont. (Adv. page 1083.)

- Metallic Roofing Co., of Canada,** Limited, The, Toronto, Ont. (Adv. pages 1080-1081.)
Pedlar Metal Roofing Co., The, Oshawa, Ont.
- 759 CROCKERY.**
 Belleville Pottery Co., Belleville, Ont.
- 760 CROKINOLE BOARDS.**
 Houd & Co., Limited, London, Ont.
 Schultz Bros. Co., Limited, The, Brantford, Ont.
 Taylor, Scott & Co., Toronto, Ont.
- 761 CROQUET SETS.**
 Taylor, Scott & Co., Toronto, Ont.
- 762 CROSS ARMS.**
 Canadian General Electric Co., Limited, Toronto, Ont. (Adv. page 1077.)
 Firstbrook Box Co., Limited, The, Toronto, Ont.
 Harrison, John, & Sons Co., Limited, Owen Sound, Ont.
 Lachute Shuttle Co., Limited, The, Lachute Mills, Que.
 Paquet & Godbout, St. Hyacinthe, Que.
 Rathbun Co., The, Deseronto, Ont.
 Rhodes, Curry, & Co., Limited, Amherst, N.S. (Adv. page 1091.)
 Rutherford, The Wm., & Sons, Co., Montreal, Que. (Adv. page 1116.)
- 763 CROSS BARS, Buggy, Carriage and Wagon.**
 See Whiffletrees and Carriage Parts.
- 764 CROSSINGS (Diamond), for Railways.**
 Canadian Ramapo Iron Works, Limited, Niagara Falls, Ont. (Adv. page 910.)
 Montreal Steel Works, Limited, Montreal, Que. (Adv. page 884.)
- 765 CROWBARS.**
 Bailey-Underwood Co., Limited, New Glasgow, N.S.
 Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)
 Welland Vale Mfg. Co., Limited, St. Catharines, Ont. (Adv. page 1099.)
- 766 CRUSHERS, Clay.**
 See Machinery, Brick, etc.
- 767 CRUSHERS, Coke.**
 Jeffrey Mfg. Co., The, Montreal, Que. (Adv. page 1100.)
 Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)
- 768 CRUSHERS, Grain.**
 See Grinders, Grain.
- 769 CRUSHERS, Ore and Rock.**
 Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902.)
 Brown Machine Co., The, New Glasgow, N.S.
 Canada Foundry Co., Limited, Toronto, Ont.
 Hamilton, Wm., Co., Limited, Peterborough, Ont.
 Jeffrey Mfg. Co., The, Montreal, Que. (Adv. page 1100.)
 Jenckes Machine Co., Limited, The, Sherbrooke, Que.
 Laurie Engine & Machine Co., Limited, Montreal, Que.
 McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)
 Marsh & Henthorn, Belleville, Ont.
 Matheson, I. & Co., Limited, New Glasgow, N.S.
 Mussels, Limited, Montreal, Que.
 Waterous Engine Works Co., Limited, Brantford, Ont. (Adv. page 889.)
- 770 CRUSHERS, Rock (Portable).**
 Canada Foundry Co., Limited, Toronto, Ont.
 Hamilton, Wm., Co., Limited, Peterborough, Ont.
 Sawyer & Massey Co., Limited, Hamilton, Ont.
- 771 CUES, Billiard.**
 May, Samuel, & Co., Toronto, Ont.
- 772 CULTIVATORS.**
 Bailey-Underwood Co., Limited, New Glasgow, N.S.
 Bell, B., & Son Co., Limited, St. George, Ont.
 Cockshutt Plow Co., Limited, Brantford, Ont. (Adv. page 894.)
 Dore, J. B., & Fils, Laprairie, Que.
 Frost & Wood Co., Limited, The, Smith's Falls, Ont.
 Massey-Harris Co., Limited, Toronto, Ont. (Adv. page 893.)
 Maxwell, David, & Sons, St. Mary's, Ont.
 Noxon Co., Limited, The, Ingersoll, Ont.
 Paris Plow Co., Limited, The, Paris, Ont.
 Shantz, P. E., Preston, Ont.
 Sylvester Mfg. Co., Limited, The, Lindsay, Ont.
 Verity Plow Co., Limited, Brantford, Ont. (Adv. page 892.)
- 773 CULTIVATORS, Spring Tooth.**
 Cossitt Co., Limited, The, Brockville, Ont.
 Frost & Wood Co., Limited, The, Smith's Falls, Ont.
 Hamilton, The Peter Co., Limited, Peterborough, Ont.
 International Harvester Co., of Canada, Limited, Hamilton, Ont. (Adv. page 895.)
 Massey Harris Co., Limited, Toronto, Ont. (Adv. page 893.)
 Maxwell, David, & Sons, St. Mary's, Ont.
 Noxon Co., Limited, The, Ingersoll, Ont.
 Sylvester Mfg. Co., Limited, The, Lindsay, Ont.
- 774 CULVERTS, Metal.**
 Corrugated Pipe Co., Limited, Stratford, Ont.
 Pedlar Metal Roofing Co., The, Oshawa, Ont.
- 775 CUPOLAS.**
 Sheldons, Limited, Galt, Ont. (Adv. page 1101.)
- 776 CUPS, Drinking, Brass.**
 Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
- 777 CUPS, Grease.**
 Dodge Mfg. Co., of Toronto, Limited, Toronto, Ont. (Adv. page 903.)
 Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
 Penberthy Injector Co., Limited, Windsor, Ont.
- 778 CUPS, Oil.**
 Hamilton Brass Mfg. Co., Limited, The, Hamilton, Ont.
 Mitchell, The Robt., Co., Limited, Montreal, Que.
 Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
 Penberthy Injector Co., Limited, Windsor, Ont.
- 779 CUPS, Presentation.**
 See Bowls and Cups, Presentation.
- 780 CUPS, Rubber Force.**
 Gutta Percha & Rubber Mfg. Co., Limited, The, Toronto, Ont. (Adv. Inside Back Cover.)
 Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
- 781 CURRY COMBS.**
 See Combs, Curry.
- 782 CURTAINS, Chenille.**
 Hamilton Cotton Co., Hamilton, Ont. (Adv. page 915.)
- 783 CURTAINS, Lace.**
 Hees, Geo. H., Son & Co., Limited, Toronto, Ont.
- 784 CURTAINS, Rubber.**
 Canadian Rubber Co., Limited, Montreal, Que. (Adv. Outside Back Cover.)
 Ontario Rubber Co., The, Toronto, Ont.
- 785 CURTAINS, Tapestry.**
 Montreal Cotton Co., The, Valleyfield, Que.
 Textile Trimmings Co., The, Toronto, Ont.
- 786 CURTAINS, Theatre, Railway Car, etc.**
 Holden Co., Limited, The, Montreal, Que.
 Martel Stewart Co., Limited, The, Montreal, Que.
- 787 CUSHIONS.**
 Canadian Feather & Mattress Co., Limited, The, Toronto, Ont.
 Harvey Quilting Co., Limited, Toronto, Ont.
 Whitworth & Restall, Toronto, Ont.
- 788 CUSHIONS, Billiard Table.**
 May, Samuel, & Co., Toronto, Ont.
- 789 CUSHIONS, Boat.**
 Conboy Carriage Co., Limited, The, Toronto, Ont.
 Gidley, H. E., & Co., Penetanguishene, Ont.
 Merchants Awning Co., Limited, Montreal, Que.
 Turner, J. J., & Sons, Peterboro, Ont.
- 790 CUSPIDORS, Brass.**
 Garth Co., The, Montreal, Que.
 Hamilton Brass Mfg. Co., Limited, The, Hamilton, Ont.
 Jenking Brass Mfg. Co., Limited, Montreal, Que.
 Mitchell, The Robt., Co., Limited, Montreal, Que.
- 791 CUTLERY.**
 McGlashan, Clarke Co., Limited, Niagara Falls, Ont.
 Meriden Britannia Co., Limited, Hamilton, Ont. (Adv. page 1107.)
 Ontario Silver Co., Limited, Niagara Falls, Ont.
 Rogers, The Wm., Mfg. Co., Niagara Falls, Ont. (Adv. page 1121.)
 Standard Silver Co., Limited, Toronto, Ont.
 Toronto Silver Plate Co., Limited, Toronto, Ont.
- 792 CUT-OUTS, Electric.**
 Canadian General Electric Co., Limited, Toronto, Ont. (Adv. page 1077.)
 Canadian Westinghouse Co., Limited, Hamilton, Ont.
 Munderloh & Co., Montreal, Que.
 Pringle, The R. E. T., Co., Limited, Montreal, Que.
- 793 CUTTERS, Axle.**
 Jardine, A. B., & Co., Hespeler, Ont.
- 794 CUTTERS, Bone.**
 London Foundry Co., Limited, The, London, Ont.
- 795 CUTTERS, Cloth.**
 See Machines, Cloth Cutting.
- 796 CUTTERS, Coal.**
 Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902.)
 Canadian Rand Co., Limited, Montreal, Que.
 McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)
- 797 CUTTERS, Fish.**
 Letson & Burpee, Limited, Vancouver, B.C.
- 798 CUTTERS, Milling.**
 Hamilton Tool Co., Limited, Hamilton, Ont.
 Pratt & Whitney Co., of Canada, Limited, Dundas, Ont. (Adv. page 898.)
 Stevens Co., of Galt, Limited, The, Galt, Ont.
- 799 CUTTERS, Rag.**
 Waterous Engine Works Co., Limited, The, Brantford, Ont. (Adv. page 889.)
- 800 CUTTERS, Root.**
 Maxwell, David, & Sons, St. Mary's, Ont.
 Watson, John, Mfg. Co., Limited, Ayr, Ont.
- 801 CUTTERS, Straw, Ensilage and Feed.**
 American-Abell Engine & Thresher Co., Limited, Toronto, Ont.
 Bell, B., & Son Co., Limited, St. George, Ont.
 Bessette, La Cie, J. & S., Ltee, Therville, Que.
 Fleury's, J., Sons, Aurora, Ont.
 Gilson Mfg. Co., Limited, Guelph, Ont. (Adv. page 1120.)
 Goodison, The John, Thresher Co., Limited, Sarnia, Ont.
 Hamilton, The Peter, Co., Limited, Peterboro, Ont.
 Macdonald Mfg. Co., Stratford, Ont.
 Massey-Harris Co., Limited, Toronto, Ont. (Adv. page 893.)
 Paris Plow Co., Limited, The, Paris, Ont.
 Shantz, P. E., Preston, Ont.
 Sylvester Mfg. Co., Limited, Lindsay, Ont.
 Waterloo Mfg. Co., Limited, Waterloo, Ont.
 Watson, John, Mfg. Co., Limited, Ayr, Ont.
 White, The George, & Sons Co., Limited, London, Ont.
 Wilkinson Plough Co., Toronto, Ont.
- 802 CUTTERS, Tobacco.**
 Banfield, W. H., & Sons, Toronto, Ont. (Adv. page 1133.)
 Taylor-Forbes Co., Limited, Guelph, Ont.
- 803 CUTTERS (Vehicles).**
 Armstrong, The J. B., Mfg. Co., Limited, Guelph, Ont.
 Brantford Carriage Co., Limited, The, Brantford, Ont.
 Brown, S., Toronto, Ont.
 Canada Carriage Co., The, Brockville, Ont.
 Granby Carriage Co., The, Granby, Que.
 Gray, The Wm., & Sons Co., Limited, Chatham, Ont.
 McKie, The R., Buggy Co., Plattsville, Que.
 McLaughlin Carriage Co., Limited, Oshawa, Ont.
 Mount Forest Carriage Co., Limited, The, Mount Forest, Ont.
 Munro & McIntosh Carriage Co., Limited, The, Alexandria, Ont.
 Shanahan Carriage Co., The, Penetanguishene, Ont.
 Tudhope Carriage Co., Limited, The, Orillia, Ont.
 Whitaker, Wm., & Sons, Oakville, Ont.
- 804 CYLINDERS, Brass and Copper.**
 Booth Copper Co., Limited, The, Toronto, Ont.
 McDougall, The R., Co., Limited, Galt, Ont. (Adv. page 896.)
- 805 CYLINDERS, Brass Lined.**
 Jenckes Machine Co., Limited, The, Sherbrooke, Que.
 McDougall, The R., Co., Limited, Galt, Ont. (Adv. page 896.)

806 CYLINDERS, for Cotton Mills and Dyers'.

Booth Copper Co., Limited, The, Toronto, Ont.

807 CYLINDERS, Engine.Drolet, F. X., Quebec, Que.
Fleming, James, St. John, N.B.**809 DAIRY SUPPLIES.**

Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)

Petrie Mfg. Co., Limited, The, Hamilton, Ont.

Richardson, O., & Co., St. Mary's, Ont.

810 DAMPERS, Piano.Best, D. M., & Co., Toronto, Ont.
Bohne, W., & Co., Toronto, Ont.
Higel, The Otto, Co., Limited, Toronto, Ont.**811 DAMPERS, Stove Pipe.**

Gurney Foundry Co., Limited, Toronto, Ont.

Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)

Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)

Stewart, The James, Mfg. Co., Limited, Woodstock, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.**812 DARNERS, Hosiery.**

Canada Last Co., Limited, The, Toronto, Ont.

813 DASHES, Carriage.McKinnon Dash & Metal Works Co., Limited, St. Catharines, Ont. (Adv. Inside Front Cover.)
Walkerville Carriage Goods Co., Limited, The, Walkerville, Ont.**814 DAVENPORTS.**

See Couches, Folding.

815 DECORATION, Interior.

See Paper, Wall or Hanging.

816 DEMOCRATS.

See Carriages.

817 DENIMS.

Canadian Colored Cotton Mills Co., Limited, The, Montreal, Que. (Adv. page 914.)

Cornwall & York Cotton Mills Co., Limited, St. John, N.B.

Hamilton Cotton Co., Hamilton, Ont. (Adv. page 915.)

Morrice, The D., Co., Limited, Montreal, Que.

817a DENTAL APPLIANCES.

Leighton-Jackes Mfg. Co., Limited, Toronto, Ont.

818 DERRICKS.

Beatty, M., & Sons, Limited, Welland, Ont. (Adv. page 838.)

Calgary Iron Works, Limited, Calgary, Alta.

Canada Foundry Co., Limited, Toronto, Ont.

Hamilton Bridge Works Co., Limited, The, Hamilton, Ont. (Adv. page 883.)

Hamilton, Wm., Co., Limited, Peterborough, Ont.

Jenckes Machine Co., Limited, The, Sherbrooke, Que.

Marsh & Henthorn, Limited, Belleville, Ont.

Manson Mfg. Co., Thorold, Ont.

Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)

Mossens, Limited, Montreal, Que.

Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)

819 DESIGNERS.

Alexander Engraving Co., The, Toronto, Ont.

Canada Newspaper Syndicate, Limited, Montreal, Que.

Caron Bros., Montreal, Que.

Central Press Agency, Limited, Toronto, Ont.

Hamilton, Wm., Co., Limited, Peterborough, Ont.

Ingis, The John, Co., Limited, Toronto, Ont. (Adv. page 890.)

Jenckes Machine Co., Limited, The, Sherbrooke, Que.

Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)

Consolidated Lithographing & Mfg. Co., Limited, Montreal, Que.

Grip, Limited, Toronto, Ont.

Jones, The J. L., Engraving Co., Toronto, Ont. (Adv. page 934.)

Photo-Engravers, Limited, The, Toronto, Ont.

Reid Press, Limited, The, Hamilton, Ont.

Standard Photo Engraving Co., Limited, Montreal, Que.

Toronto Engraving Co., Limited, Toronto, Ont.

Toronto Lithographing Co., Limited, The, Toronto, Ont. (Adv. page 926.)

820 DESKS, House.

See Secretaries.

821 DESKS, Office (Standing & Flat Top).

Baird Bros., Plattsville, Ont.

Berlin Interior Hardwood Co., Limited, The, Berlin, Ont.

Canada Furniture Mfrs., Limited, Woodstock, Ont.

Canadian Office & School Furniture Co., Limited, The, Preston, Ont. (Adv. page 1118.)

Dominion Office & Store Fitting Co., Limited, London, Ont.

Globe-Wernicke Co., Limited, The, Stratford, Ont.

Goderich Organ Co., Limited, The, Goderich, Ont. (Adv. page 1135.)

Lee Mfg. Co., Limited, Pembroke, Ont.

Library Bureau, of Canada, Limited, Ottawa, Ont.

Malcolm, The Andrew, Furniture Co., Limited, Kincardine, Ont.

Office Specialty Mfg. Co., Limited, Toronto, Ont.

Paquet & Godbout, St. Hyacinthe, Que.

Preston Furniture Co., Limited, Preston, Ont.

Snider, J. B., Waterloo, Ont.

St. Lawrence Furniture Co., The, Frasersville, Que.

822 DESKS, Roll Top.

Baird Bros., Plattsville, Ont.

Canada Furniture Mfrs., Limited, Woodstock, Ont.

Canadian Office & School Furniture Co., Limited, The, Preston, Ont. (Adv. page 1118.)

Goderich Organ Co., Limited, The, Goderich, Ont. (Adv. page 1135.)

Krug Bros. & Co., Chesley, Ont.

Office Specialty Mfg. Co., Limited, Toronto, Ont.

Preston Furniture Co., Limited, Preston, Ont.

Snider, J. B., Waterloo, Ont.

St. Lawrence Furniture Co., The, Frasersville, Que.

823 DESKS, School.

Canadian Office & School Furniture Co., Limited, The, Preston, Ont. (Adv. page 1118.)

Globe Furniture Co., Limited, The, Walkerville, Ont. (Adv. page 1117.)

Paquet & Godbout, St. Hyacinthe, Que.

Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091.)

Snider, J. B., Waterloo, Ont.

Spencer Bros. & Turner, Limited, Truro, N.S.

St. Lawrence Furniture Co., The, Frasersville, Que.

Valley City Seating Co., Limited, The, Dundas, Ont.

Vilas, W. F., Cowansville, Que.

Woodstock Lumber & Mfg. Co., Limited, The, Woodstock, Ont.

808 CYLINDERS, Pump, Brass, Iron and Porcelain.

Hamilton, Wm., Co., Limited, Peterborough, Ont.

McDougall, The R., Co., Limited, Galt, Ont. (Adv. page 886.)

Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)

D**824 DESKS, Typewriter.**

Berlin Interior Hardwood Co., Limited, The, Berlin, Ont.

Globe-Wernicke Co., Limited, The, Stratford, Ont.

Library Bureau, of Canada, Limited, Ottawa, Ont.

Office Specialty Mfg. Co., Limited, Toronto, Ont.

Preston Furniture Co., Limited, Preston, Ont.

Snider, J. B., Waterloo, Ont.

825 DETECTORS, Time.

International Time Recorder Co. of Canada, Limited, Toronto, Ont.

Wood, W. A., Montreal, Que. (Adv. page 1106.)

826 DIAPHRAGMS, Canvas.

Holden Co., Limited, The, Montreal, Que.

827 DIAPHRAGMS, Rubber.

Canadian Rubber Co., Limited, Montreal, Que. (Adv. Outside Back Cover.)

Dunlop Tire & Rubber Goods Co., Limited, Toronto, Ont. (Adv. page 1145.)

Gutta Percha & Rubber Mfg. Co., Limited, The, Toronto, Ont. (Adv. Inside Back Cover.)

828 DIARIES, Office and Pocket.

Brown Bros., Limited, The, Toronto, Ont. (Adv. page 930.)

829 DIES.

Armstrong, Mervin, Toronto, Ont.

Banfield, W. H., & Sons, Toronto, Ont. (Adv. page 1133.)

Bawden Machine & Tool Co., Toronto, Ont.

Brown, Boggs Co., Limited, The, Hamilton, Ont. (Adv. page 1105.)

Gardner, Robt., & Son, Limited, Montreal, Que. (Adv. page 896.)

Hall, James B., Toronto, Ont.

Hamilton Stamp & Stencil Works, Limited, Hamilton, Ont.

Letson & Burpee, Limited, Vancouver, B.C.

Montreal Stencil Works, Montreal, Que. (Adv. page 934.)

Morrow, The John, Screw Co., Limited, Ingersoll, Ont. (Adv. page 1122.)

Ontario Metal Novelty Mfg. Co., Limited, Toronto, Ont.

Patterson & Heward, Toronto, Ont.

Pratt & Whitney Co., of Canada, Limited, Dundas, Ont. (Adv. page 898.)

Pritchard-Andrews Co., of Ottawa, Limited, Ottawa, Ont.

Rolph & Clark, Limited, Toronto, Ont. (Adv. page 925.)

Schaae Machine Works, Limited, The, New Westminster, B.C.

Standard Contracting Co., Limited, Toronto, Ont.

Superior Mfg. Co., Limited, Toronto, Ont.

Sutherland Rifle Sight Co., Limited, New Glasgow, N.S. (Adv. page 1090.)

Thomson Engraving Co., Toronto, Ont.

Toronto Stamp & Stencil Works, Toronto, Ont.

Turner, John, & Son, Toronto, Ont.

830 DIES, Axle.

Jardine, A. B., & Co., Hespeler, Ont.

831 DIES, Bolt Threading and Pipe Cutting.

Armstrong, Mervin, Toronto, Ont.

Jardine, A. B., & Co., Hespeler, Ont.

Ontario Wind Engine & Pump Co., Limited, Toronto, Ont. (Adv. page 1096.)

Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)

Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)

Pratt & Whitney Co., of Canada, Limited, Dundas, Ont. (Adv. page 898.)

832 DIES, Boot and Shoe Cutting.

Rochette, C., Quebec, Que.

833 DIES AND TYPE, Wood Printing.

Patterson & Heward, Toronto, Ont.

834 DIGESTORS, Pulp.

Jenckes Machine Co., Limited, The, Sherbrooke, Que.

Polson Iron Works, Limited, Toronto, Ont. (Adv. page 1128.)

Watrous Engine Works Co., Limited, Brantford, Ont. (Adv. page 889.)

835 DIGGERS, Posthole.

Canada Foundry Co., Limited, Toronto, Ont.

Canadian Buffalo Forge Co., Limited, Montreal, Que.

Otterville Mfg. Co., Limited, Otterville, Ont.

Page Wire Fence Co., Limited, The, Walkerville, Ont. (Adv. page 1079.)

836 DIPS, Sheep.

Dominion Tar & Chemical Co., Limited, The, Sydney, N.S.

837 DIRECTORIES.

McAlpine Publishing Co., Limited, Halifax, N.S.

Might Directories, Limited, Toronto, Ont.

838 DISHES, Butter.

Eddy, The E. B., Co., Limited, Hull, Que. (Adv. page 901.)

Thomas Brothers, Limited, St. Thomas, Ont.

839 DISINFECTANTS.

Dominion Tar & Chemical Co., Limited, The, Sydney, N.S.

Spooner, Alonzo W., Port Hope, Ont.

840 DISTILLERS (See also Alcohol).

Boivin, Wilson, & Co., Montreal, Que.

Gooderham & Worts, Limited, Toronto, Ont.

Hamilton, J. S., & Co., Brantford, Ont.

Hirsch, J., & Sons, Limited, Montreal, Que.

St. Hyacinthe Distillery Co., Limited, St. Hyacinthe, Que.

841 DITCHERS.

Beatty, M., & Sons, Limited, Welland, Ont. (Adv. page 888.)

Harris, J. W., Mfg. Co., Limited, Montreal, Que.

Norsworthy, O., & Co., St. Thomas, Ont.

842 DIVANS.

Waterloo Furniture Co., Limited, The, Waterloo, Ont.

843 DOGS, Fire.

Canadian Ornamental Iron Co., Toronto, Ont. (Adv. page 1121.)

Hutchison & Sticht, Montreal, Que.

844 DOGS, Lathe.

Canadian Billings & Spencer, Limited, Welland, Ont. (Adv. page 1107.)

845 DOGS, Sawmill.

Hamilton, Wm., Co., Limited, Peterborough, Ont.

Jenckes Machine Co., Limited, The, Sherbrooke, Que.
McFarlane-Neill Mfg. Co., Limited, St. Mary's, N.B.
Pink, Thomas, Pembroke, Ont.
Waterous Engine Works Co., Limited, Brantford, Ont. (Adv. page 889.)

846 DOOR SETS.

Belleville Hardware Co., Limited, The, Belleville, Ont.
Peterborough Lock Mfg. Co., Limited, The, Peterborough, Ont.

847 DOORS, Fireproof.

Galt Art Metal Co., Limited, The, Galt, Ont.
Gilmour Door Co., Limited, The, Trenton, Ont.
Hamilton Bridge Works Co., Limited, The, Hamilton, Ont. (Adv. page 883.)
Hutchison & Sticht, Montreal, Que.
Matthews, A., Toronto, Ont.
Metallic Roofing Co., of Canada, Limited, The, Toronto, Ont. (Adv. pages 1080-1081.)
Ormsby, A. B., Limited, Toronto, Ont. (Adv. page 1096.)
Parkin Elevator Co., Limited, The, Hespeler, Ont. (Adv. page 1101.)
Pedlar Metal Roofing Co., The, Oshawa, Ont.
Reed, Geo. W., & Co., Limited, Montreal, Que.
Riddell, John E., Hamilton, Ont.
Wheeler & Bain, Toronto, Ont.

848 DOORS, Hardwood and Veneered.

Ane'in, S., & Co., Kingston, Ont. (Adv. page 1097.)
Bryan Mfg. Co., Limited, The, Collingwood, Ont.
Burton & Baldwin Mfg. Co., Limited, The, Hamilton, Ont.
Clemens, The H. A., Co., Limited, Guelph, Ont.
Eaton, J. R., & Sons, Orillia, Ont.
Cilmour Door Co., Limited, The, Trenton, Ont.
Harrison, John, & Sons Co., Limited, Owen Sound, Ont.
Stewart, Robert, Limited, Guelph, Ont.
Valley City Seating Co., Limited, The, Dundas, Ont.
Wilson Bros., Limited, Collingwood, Ont.

849 DOORS (Iron), Boiler, Brick Kiln, Furnace, etc.

Matheson, I., & Co., Limited, New Glasgow, N.S.

850 DOORS, Screen.

See Screens, Window and Door.

851 DOORS, Vault.

Ahern Safe Co., Limited, Montreal, Que.
Goldie & McCulloch Co., Limited, The, Galt, Ont. (Adv. page 885.)
Meadows, The Geo. B., Toronto Wire, Iron & Brass Works Co., Limited, Toronto, Ont. (Adv. page 1089.)

852 DOORS, Wood.

See Mills, Planing.

853 DOUBLETREES.

See Whiffletrees; Carriage Parts.

854 DOWELS.

Canada Wood Specialty Co., Limited, The, Orillia, Ont.
Clemens, The H. A., Co., Limited, Guelph, Ont.
Kerr, J. & J., Co., Limited, Petrolia, Ont.
Otterville Mfg. Co., Limited, Otterville, Ont.
Paquet & Godbout, St. Hyacinthe, Que.
Schultz Bros. Co., Limited, The, Brantford, Ont.

855 DOWN.

Alaska Feather and Down Co., Limited, Montreal, Que. (Adv. page 905.)

856 DOWN CUSHIONS, PILLOWS and QUILTS.

See Cushions, Pillows and Quilts.

857 DRAINERS, CELLAR, Automatic.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

858 DREDGES.

Allis-Chalmers-Bullock, Ltd., Montreal, Que. (Adv. page 902.)
Beatty, M., & Sons, Limited, Welland, Ont. (Adv. page 888.)
Canada Foundry Co., Limited, Toronto, Ont.
Hamilton Bridge Works Co., Limited, The, Hamilton, Ont. (Adv. page 883.)
Hamilton, Wm., Co., Limited, Peterborough, Ont.
McKeough & Trotter, Limited, Chatham, Ont.
Polson Iron Works, Limited, Toronto, Ont. (Adv. page 1123.)

859 DRESS GOODS, Cotton.

See Cottons.

860 DRESS GOODS, Woollen.

See Cloth.

861 DRESS SKIRTS.

See Skirts, Dress.

862 DRESSERS, Emery Wheel.

Adamite Wheel and Mfg. Co., The, Hamilton, Ont.
Canadian Hart Wheels, Limited, Hamilton, Ont. (Adv. page 1131.)
Prescott Emery Wheel Co., Limited, Prescott, Ont.

863 DRESSERS, Fur and Skin.

See Dyers, Fur and Skin.

864 DRESSES, Children's (Cotton).

See Whitewear.

865 DRESSING, Belt.

Commercial Oil Co., Limited, The, Hamilton, Ont.
Crescent Oil Co., The, Hamilton, Ont.
Dominion Belting Co., Limited, The, Hamilton, Ont. (Adv. page 921.)
Electric Boiler Compound Co., Limited, The, Guelph, Ont.
Eureka Mineral Wool & Asbestos Co., Toronto, Ont. (Adv. page 1093.)
McColl Bros., & Co., Toronto, Ont.
McLaren, The J. C., Belting Co., Montreal, Que. (Adv. page 919.)
Sadler & Haworth, Montreal, Que. (Adv. page 1137.)
Seward, The L. B., Lubricating Co., Ottawa, Ont.
Sterne, G. F., & Sons, Brantford, Ont.

866 DRESSING, Carriage Top.

Moore, Benjamin, & Co., Limited, West Toronto, Ont.
Standard Paint & Varnish Co., Limited, Windsor, Ont.

867 DRESSINGS, Harness.

Commercial Oil Co., Limited, The, Hamilton, Ont.
Domestic Specialty Co., Limited, Hamilton, Ont.
Nonsuch Mfg. Co., Limited, The, Toronto, Ont.
Packard, L. H., & Co., Limited, Montreal, Que.
Ralston, Robert & Co., Hamilton, Ont.
Sultana Mfg. Co., Montreal, Que.

868 DRESSING, Shoe.

Dalley, F. F., Co., Limited, Hamilton, Ont.
Domestic Specialty Co., Limited, Hamilton, Ont.
Nonsuch Mfg. Co., Limited, The, Toronto, Ont.
Packard, L. H., & Co., Limited, Montreal, Que.
Ralston, Robt., & Co., Hamilton, Ont.
Sultana Mfg. Co., Montreal, Que.

869 DRILLS, Blacksmiths'

Canadian Buffalo Forge Co., Limited, Montreal, Que.
Jardine, A. B., & Co., Hespeler, Ont.
London Foundry Co., Limited, The, London, Ont.
Whitman & Barnes Mfg. Co., The, St. Catharines, Ont.

870 DRILLS, Fertilizer.

Frost & Wood Co., Limited, The, Smith's Falls, Ont.
International Harvester Co., of Canada, Limited, Hamilton, Ont. (Adv. page 895.)
Massey-Harris Co., Limited, Toronto, Ont. (Adv. page 893.)
Sylvester Mfg. Co., Limited, The, Lindsay, Ont.

871 DRILLS, Post.

See Drills, Blacksmiths'.

872 DRILLS Radial.

Bertram, The John, & Sons Co., Limited, Dundas, Ont. (Adv. page 899.)
London Machine Tool Co., Limited, Hamilton, Ont. (Adv. page 902.)
MacGregor, Gourlay Co., Limited, The, Galt, Ont.
McDougall, The R., Co., Limited, Galt, Ont. (Adv. page 896.)

873 DRILLS, Rock.

Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902.)
Burrell Rock Drill Co., Limited, The, Belleville, Ont.
Canadian Rand Co., Limited, Montreal, Que.
Dominion Rock Drill Co., Limited, Napanee, Ont.
Whitfield, The John, Co., Toronto, Ont.

874 DRILLS, Seed.

Frost & Wood Co., Limited, The, Smith's Falls, Ont.
Hamilton, The Peter, Co., Limited, Peterboro, Ont.
International Harvester Co., of Canada, Limited, Hamilton, Ont. (Adv. page 895.)
Massey-Harris Co., Limited, Toronto, Ont. (Adv. page 893.)
Noxon Co., Limited, The, Ingersoll, Ont.
Sylvester Mfg. Co., Limited, Lindsay, Ont.
Watson, John, Mfg. Co., Limited, Ayr, Ont.
Wilkinson Plough Co., Toronto, Ont.

875 DRILLS, Twist.

Pratt & Whitney Co., of Canada, Limited, Dundas, Ont. (Adv. page 898.)
Whitman & Barnes Mfg. Co., The, St. Catharines, Ont.

876 DRILLS, Upright and Horizontal.

Bawden Machine and Tool Co., Limited, The, Toronto, Ont.
Bertram, The John, & Sons Co., Limited, Dundas, Ont. (Adv. page 899.)
Gardner, Robt., & Son, Limited, Montreal, Que. (Adv. page 896.)
Jardine, A. B., & Co., Hespeler, Ont.
London Machine Tool Co., Limited, The, Hamilton, Ont. (Adv. page 902.)
MacGregor, Gourlay Co., Limited, The, Galt, Ont.
McDougall, The R., Co., Limited, Galt, Ont. (Adv. page 896.)

877 DRIVERS, Pile.

Beatty, M., & Sons, Limited, Welland, Ont. (Adv. page 888.)
Brandon Machine Works Co., Limited, Brandon, Man.
Canada Foundry Co., Limited, Toronto, Ont.
Hamilton, Wm., Co., Limited, Peterborough, Ont.
Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)

878 DRIVERS, Screw.

See Screw Drivers.

879 DRUGGISTS' SUNDRIES.

Briggs, G. C., & Son, Hamilton, Ont.
Canadian Rubber Co., Limited, Montreal, Que. (Adv. Outside Back Cover.)
Lyman Bros., & Co., Limited, The, Toronto, Ont. (Adv. page 905.)
Lymans, Limited, Montreal, Que.
Ontario Rubber Co., The, Toronto, Ont.
Wampole, Henry, & Co., Ltd., Perth, Ont.

880 DRUGS.

Chemical Laboratories, Limited, Toronto, Ont. (Adv. page 1133.)
Henderson Bros., Limited, Vancouver, B.C.
Lyman Bros., & Co., Limited, The, Toronto, Ont. (Adv. page 905.)
Lymans, Limited, Montreal, Que.
National Drug & Chemical Co., of Canada, Limited, Montreal, Que.
Parke, Davis & Co., Walkerville, Ont.
Waterbury Chemical Co., Limited, Toronto, Ont.

881 DRUMS, Hoisting.

Beatty, M., & Sons, Limited, Welland, Ont. (Adv. page 888.)
Canada Foundry Co. Limited, Toronto, Ont.
Hamilton, Wm., Co., Limited, Peterborough, Ont.
Jenckes Machine Co., Limited, The, Sherbrooke, Que.
Matheson, I., & Co., Limited, New Glasgow, N.S.
Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)

882 DRY KILNS.

See Kilns.

883 DRYERS.

Berry Bros., Limited, Walkerville, Ont.
Canada Paint Co., Limited, The, Montreal, Que. (Adv. page 1103.)
Imperial Varnish & Color Co., Limited, The, Toronto, Ont. (Adv. page 1102.)
International Varnish Co., Limited, Toronto, Ont. (Adv. page 1103.)
Langmuir, James, & Co., Limited, Toronto, Ont.
Muirhead, A., Co., Limited, Toronto, Ont.
Ramsay, A., & Son Co., Montreal, Que.
Scarfe & Co., Brantford, Ont. (Adv. page 1103.)
Standard Paint & Varnish Co., Limited, Windsor, Ont.
Stephens, G. F., & Co., Limited, Winnipeg, Man.

884 DRYERS, CLOTHES, Lawn.

Dowswell Mfg. Co., Limited, The, Hamilton, Ont. (Adv. page 924.)

885 DRYERS, Paper and Pulp.

Canadian Buffalo Forge Co., Limited, Montreal, Que.

886 DRYING APPARATUS

Canadian Buffalo Forge Co., Limited, Montreal, Que.
Sheldons, Limited, Galt, Ont. (Adv. page 1101.)
Toronto Furnace & Crematory Co., Limited, Toronto, Ont.
Turner, John, & Son, Toronto, Ont.

887 DUCK, Cotton, Sail and Waterproofed.

Imperial Cotton Co., Limited, Hamilton, Ont. (Adv. page 917.)

888 DUCKS, Harvester, Hose and Belting.

Imperial Cotton Co., Limited, Hamilton, Ont. (Adv. page 917.)

889 DUMB BELLS.

See Clubs and Dumb Bells.

880 DUPLICATORS.

See Machines, Letter Duplicating.

891 DUSTERS, Automobile Lap.

Pugh Mfg. Co., The, Toronto, Ont.

892 DUSTERS, Wool & Waste.

Karch, H. W., Hespeler, Ont.

893 DYERS, Cleaners and Finishers.

British American Dyeing Co., Montreal, Que.

Canadian Dyers' Association, Limited, Toronto, Ont.

Parker, R., & Company, Toronto, Ont.

899 EARTHENWARE.

Campbell's Sons, R., Hamilton, Ont.

900 EASELS.

Otterville Mfg. Co., Limited, Otterville, Ont.

901 EAVESTROUGH.

Aubry, A., & Fils, Montreal, Que.

Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)

Kemp Mfg. & Metal Co., Limited, Winnipeg, Man.

Metallic Roofing Co., of Canada, Limited, The, Toronto, Ont. (Adv. pages 1080-1081.)

Metal Shingle & Siding Co., Limited, Preston, Ont. (Adv. page 1083.)

Pedlar Metal Roofing Co., The, Oshawa, Ont.

Wheeler & Bain, Toronto, Ont.

Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Wright, E. T., & Co., Hamilton, Ont.

902 ECONOMIZERS. Fuel.

Babcock & Wilcox, Limited, Montreal, Que. (Adv. page 890.)

903 EDGERS, Saw Mill.

Gies, Philip, Berlin, Ont.

Jenckes Machine Co., Limited, The, Sherbrooke, Que.

Mowry & Son, Gravenhurst, Ont.

Plessisville, La Fonderie de, Plessisville, Que.

Robb Engineering Co., Limited, Amherst, N.S. (Adv. page 836.)

St. John Iron Works, Limited, St. John, N.B.

Williams, The Madison, Mfg. Co., Limited, Lindsay, Ont.

904 EGGS, Pickled and Cold Storage.

Gunns, Limited, Toronto, Ont.

Matthews, The Geo., Co., Limited, Peterborough, Ont.

Park, Blackwell Co., Limited, Toronto, Ont.

Whyte Packing Co., Limited, The, Stratford, Ont.

905 EIDERDOWN GOODS.

Galt Knitting Co., Limited, Galt, Ont. (Adv. page 918.)

Newlands & Co., Galt, Ont.

906 EJECTORS.

Mitchell, The Robt. Co., Limited, Montreal, Que.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

Penberthy Injector Co., Limited, Windsor, Ont.

907 ELBOWS, Stove Pipe.

Aubry, A., & Fils, Montreal, Que.

Davidson, The Thos., Mfg. Co., Limited, Montreal, Que. (Adv. page 1180.)

Gurney Foundry Co., Limited, The, Toronto, Ont.

Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)

McClary Mfg. Co., The, London, Ont. (Adv. page 913.)

Metal Shingle & Siding Co., Limited, Preston, Ont. (Adv. page 1083.)

Wright, E. T., & Co., Hamilton, Ont.

894 DYERS AND DRESSERS, Fur and Skin.

Excelsior Fur Dressing & Dyeing Works, Montreal, Que.

Schnauffer, F., Montreal, Que. (Adv. page 1092.)

895 DYERS, Yarn.

Toronto Carpet Mfg. Co., Limited, Toronto, Ont.

896 DYESTUFFS AND DYERS' SUPPLIES.

Atteaux Dyestuff & Chemical Co., Limited, Toronto, Ont.

908 ELBOWS, Union (Brass).

Kerr Engine Co., Limited, The, Walkerville, Ont. (Adv. page 891.)

909 ELECTRIC APPARATUS.

Ahearn & Soper, Limited, Ottawa, Ont.

Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902.)

Canadian General Electric Co., Limited, Toronto, Ont. (Adv. page 1077.)

Canadian Westinghouse Co., Limited, Hamilton, Ont.

Cleal, Joseph P., Toronto, Ont.

Collier, Cunningham Co., Limited, Peterborough, Ont.

Consolidated Electric Co., Limited, Toronto, Ont.

Dominion Electrical Works, Limited, Halifax, N.S.

Electrical Construction Co., Limited, The, London, Ont.

Forman, John, Montreal, Que.

Hinton Electric Co., Limited, The, Vancouver, B.C.

Jones & Moore Electric Co., Limited, Toronto, Ont. (Adv. page 1100.)

McGuire, W. J., Limited, Toronto, Ont.

Mechanics Supply Co., Quebec, Que.

Munderloh & Co., Montreal, Que.

Northern Electric & Mfg. Co., Limited, The, Montreal, Que. (Adv. page 1078.)

Norton Telephone Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

Packard Electric Co., Limited, The, St. Catharines, Ont.

Parkin Elevator Co., Limited, The, Hespeler, Ont. (Adv. page 1101.)

Pringle, The R. E. T., Co., Limited, Montreal, Que.

Starr, John, Son & Co., Limited, Halifax, N.S.

Turner, John, & Son, Toronto, Ont.

910 ELECTRIC FIXTURES.

Bennett & Wright Co., Limited, The, Toronto, Ont.

Castle & Son, Montreal, Que.

Farquhar Bros., Halifax, N.S.

Forman, John, Montreal, Que.

Garth Co., The, Montreal, Que.

Jenking Brass Mfg. Co., Limited, Montreal, Que.

Keith & Fitzsimons Co., Limited, The, Toronto, Ont.

McGuire, W. J., Limited, Toronto, Ont.

Mitchell, The Robt., Co., Limited, Montreal, Que.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

Munderloh & Co., Montreal, Que.

Pringle, The R. E. T., Co., Limited, Montreal, Que.

Starr, John, Son & Co., Limited, Halifax, N.S.

911 ELECTRICAL POWER PLANTS.

Canadian General Electric Co., Limited, Toronto, Ont. (Adv. page 1077.)

Consolidated Electric Co., Limited, Toronto, Ont.

Electrical Construction Co., Limited, The, London, Ont.

Forman, John, Montreal, Que.

McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)

897 DYNAMITE.

Acadia Powder Co., Limited, Halifax, N.S.

Giant Powder Co., Con., The, Victoria, B.C.

Hamilton Powder Co., Montreal, Que.

Ontario Powder Co., Limited, Kingston, Ont.

Standard Explosives, Limited, Montreal, Que.

898 DYNAMOS.

Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902.)

E

Starr, John, Son & Co., Limited, Halifax, N.S.

Turner, John, & Son, Toronto, Ont.

912 ELECTRICAL SUPPLIES, Rubber.

Canadian Rubber Co., Limited, Montreal, Que. (Adv. Outside Back Cover.)

913 ELECTROPLATE.

Birks, Henry, & Sons, Limited, Montreal, Que.

Ellis, P. W., & Co., Limited, Toronto, Ont. (Adv. page 1121.)

Hemming Mfg. Co., Limited, Montreal, Que.

McGlashan, Clarke Co., Limited, Niagara Falls, Ont.

Meriden-Britannia Co., Limited, Hamilton, Ont. (Adv. page 1107.)

Ontario Silver Co., Limited, Niagara Falls, Ont.

Rogers, The Wm., Mfg. Co., Niagara Falls, Ont. (Adv. page 1121.)

Standard Silver Co., Limited, Toronto, Ont.

Toronto Silver Plate Co., Limited, Toronto, Ont.

914 ELECTROTYPERS.

Canada Newspaper Syndicate, Limited, Montreal, Que.

Central Press Agency, Limited, The, Toronto, Ont.

Grip, Limited, Toronto, Ont.

Guertin Printing Co., Limited, Montreal, Que.

Jones, The J. L., Engraving Co., Toronto, Ont. (Adv. page 934.)

Littlejohn & Vaughan, Limited, Toronto, Ont.

Methodist Book & Publishing House, Toronto, Ont. (Adv. page 1095.)

National Electrotypes & Stereotype Co., Limited, The, Toronto, Ont.

Standard Photo Engraving Co., Ltd., Montreal, Que.

Stovel Co., The, Winnipeg, Man.

Toronto Engraving Co., Limited, Toronto, Ont.

Toronto Type Foundry Co., Limited, Toronto, Ont.

915 ELEVATOR ENCLOSURES.

Dennis Wire & Iron Works Co., Limited, London, Ont. (Adv. page 1120.)

Expanded Metal & Fireproofing Co., Limited, Toronto, Ont. (Adv. page 1083.)

Hutchison & Sticht, Montreal, Que.

Meadows, The Geo. B., Toronto

Wire, Iron & Brass Works Co., Limited, Toronto, Ont. (Adv. page 1089.)

Otis-Fensom Elevator Co., Limited, Toronto, Ont. (Adv. page 1079.)

Watson, John, & Son, of Montreal, Limited, Montreal, Que. (Adv. page 1137.)

Westminster Iron Works, New Westminster, B.C.

916 ELEVATORS, Factory, Passenger and Warehouse.

Canadian Rand Co., Limited, Montreal, Que.

Darling Bros., Limited, Montreal, Que.

Otis-Fensom Elevator Co., Limited, Toronto, Ont. (Adv. page 1079.)

Canadian General Electric Co., Limited, Toronto, Ont. (Adv. page 1077.)

Canadian Westinghouse Co., Limited, Hamilton, Ont.

Consolidated Electric Co., Limited, Toronto, Ont.

Eastman Machine Co., Limited, The, Toronto, Ont.

Electrical Construction Co., Limited, The, London, Ont.

Forman, John, Montreal, Que.

Hinton Electric Co., Limited, The, Vancouver, B.C.

Jones & Moore Electric Co., Limited, Toronto, Ont. (Adv. page 1100.)

Parkin Elevator Co., Limited, The, Hespeler, Ont. (Adv. page 1101.)

Schmidt & Co., Winnipeg, Man.

Stuart Machinery Co., Limited, The, Winnipeg, Man.

Turnbull Elevator Mfg. Co., The, Toronto, Ont.

917 ELEVATORS, Grain.

Canadian Bridge Co., Limited, The, Walkerville, Ont. (Adv. page 1106.)

Goldie & McCulloch Co., Limited, Galt, Ont. (Adv. page 885.)

Manitoba Bridge & Iron Works, Limited, The, Winnipeg, Man.

Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)

918 ELEVATORS, Hand.

Darling Bros., Limited, Montreal, Que.

Otis-Fensom Elevator Co., Limited, Toronto, Ont. (Adv. page 1079.)

Turnbull Elevator Mfg. Co., The, Toronto, Ont.

Turner, John, & Son, Toronto, Ont.

919 ELEVATORS, Stone Crusher.

Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902.)

Jenckes Machine Co., Limited, The, Sherbrooke, Que.

920 ELIXIRS, Medicinal.

Frosst, Chas. E., & Co., Montreal, Que.

Parke, Davis & Co., Walkerville, Ont.

Saunders, W. E., & Co., London, Ont.

921 EMBLEMS, Society.

See Badges, Metal.

922 EMBOSSERS.

Alexander & Cable Lithographing Co., Toronto, Ont.

Benallack Litho. & Ptg. Co., Limited, Montreal, Que.

Bulman Bros., Limited, Winnipeg, Man.

Davis & Henderson, Toronto, Ont.

Dawson, Chas. F., Limited, Montreal, Que.

Dawson, W. V., & Co., Montreal, Que.

Fortier, Joseph, Montreal, Que.

Guertin Printing Co., Limited, Montreal, Que.

Harris Lithographing Co., The, Toronto, Ont.

Hart & Riddell, Toronto, Ont.

Knowles & Co., London, Ont.

Lawson & Jones, Limited, London, Ont.

Morton, Phillips & Co., Montreal, Que.

Reason, H. T., & Co., London, Ont.

Rolph & Clark, Limited, Toronto, Ont. (Adv. page 925.)

Smith, The David, Engraving & Lithographing Co., Toronto, Ont. (Adv. page 933.)

Toronto Lithographing Co., Limited, The, Toronto, Ont. (Adv. page 926.)

Warwick Bros. & Rutter, Limited, Toronto, Ont.

923 EMBROIDERIES.

Ladies' Wear, Limited, Toronto, Ont.

Rea, A. E., & Co., Limited, Toronto, Ont.

924 EMBROIDERY, Gold and Silver.

Dominion Regalia Co., Limited, The, Toronto, Ont.
Mortimore & Blackeby, Toronto, Ont.

925 EMERY.

Canadian Hart Wheels, Limited, Hamilton, Ont. (Adv. page 1131.)
Prescott Emery Wheel Co., Limited, Prescott, Ont.

926 ENAMELEDWARE.

Davidson, The Thos., Mfg. Co., Limited, Montreal, Que. (Adv. page 1130.)
Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)
Kemp Mfg. & Metal Co., Limited, Winnipeg, Man.
McClary Mfg. Co., The, London, Ont. (Adv. page 913.)
Standard Ideal Co., Limited, The, Port Hope, Ont. (Adv. Outside Back Cover.)

927 ENAMELEDWARE NOVELTIES.

See Jewelry, Enamelled.

928 ENAMELS.

Brandram-Henderson, Limited, Montreal, Que.
Canada Paint Co., Limited, The, Montreal, Que. (Adv. page 1103.)
Dods, P. D., & Co., Limited, Montreal, Que.
Domestic Specialty Co., Limited, Hamilton, Ont.
Dougall Varnish Co., Limited, The, Montreal, Que. (Adv. Inside Back Cover.)
Imperial Varnish & Color Co., Limited, The, Toronto, Ont. (Adv. page 1102.)
International Varnish Co., Limited, Toronto, Ont. (Adv. page 1103.)
Jamieson, R. C., & Co., Limited, Montreal, Que.
Langmuir, James & Co., Limited, Toronto, Ont.
Martin-Senour Co., Limited, The, Montreal, Que.
Moore, Benjamin, & Co., Limited, West Toronto, Ont.
Muirhead, A., Co., Limited, Toronto, Ont.
Ottawa Paint Works, The, Ottawa, Ont.
Scarfe & Co., Brantford, Ont. (Adv. page 1103.)
Standard Paint & Varnish Co., Limited, Windsor, Ont.
Stephens, G. F., & Co., Limited, Winnipeg, Man.

929 ENCLOSURES, Elevator.

See Elevator Enclosures.

930 ENGINEERS.

Albion Iron Works Co., Limited, Vancouver, B.C.
Berg Machinery Mfg. Co., Limited, The, Toronto, Ont.
Canada Foundry Co., Limited, Toronto, Ont.
Canadian Buffalo Forge Co., Limited, Montreal, Que.
Dodge Mfg. Co., of Toronto, Limited, Toronto, Ont. (Adv. page 903.)
Gardner, Robt., & Son, Limited, Montreal, Que. (Adv. page 896.)
Goldie & McCulloch Co., Limited, Galt, Ont. (Adv. page 885.)
Hall, James B., Toronto, Ont.
Hall Engineering Works, The, Montreal, Que.
Hamilton, Wm., Co., Limited, Peterborough, Ont.
Helgeson, H. T., Winnipeg, Man.
Inglis, The John, Co., Limited, Toronto, Ont. (Adv. page 890.)
Leonard, E., & Sons, London, Ont. (Adv. page 888.)
Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)
Moir, W. & A., Halifax, N.S.
Muskoka Foundry Co., Bracebridge, Ont.
New Burrell-Johnson Iron Co., Limited, The, Yarmouth, N.S.
Owen Sound Iron Works Co., Limited, The, Owen Sound, Ont.
Ross & Howard Iron Works Co., Limited, Vancouver, B.C.
Schaae Machine Works, Limited, The, New Westminster, B.C.

Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)
Standard Contracting Co., Limited, Toronto, Ont.
Stuart Machinery Co., Limited, The, Winnipeg, Man.
Sydney Foundry & Machine Works, Limited, The, Sydney, N.S.
White, The George, & Sons Co., Limited, London, Ont.
Weir, J. & R., Montreal, Que.

931 ENGINEERS' SUPPLIES.

Electric Boiler Compound Co., Limited, The, Guelph, Ont.
Hamilton Engine Packing Co., Hamilton, Ont.
McAvity, T., & Sons, Limited, St. John, N.B.
Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
Penberthy Injector Co., Limited, Windsor, Ont.
Somerville, Limited, Toronto, Ont. (Adv. page 935.)

932 ENGINES, Automatic.

Bell, The Robert, Engine & Thresher Co., Limited, Seaford, Ont.
Berg Machinery Mfg. Co., Limited, The, Toronto, Ont.
Goldie & McCulloch Co., Limited, The, Galt, Ont. (Adv. page 885.)
Jones Underfeed Stoker Co., Limited, Montreal, Que.
Leonard, E., & Sons, London, Ont. (Adv. page 888.)
Robb Engineering Co., Limited, Amherst, N.S. (Adv. page 886.)
Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)
Stuart Machinery Co., Limited, The, Winnipeg, Man.
White, R. C., Montreal, Que.

933 ENGINES, Automobile.

See Engines, Gas and Gasoline.

934 ENGINES, Coal Oil.

Berg Machinery Mfg. Co., Limited, The, Toronto, Ont.
Canada Foundry Co., Limited, Toronto, Ont.
Fairbanks Morse Canadian Mfg. Co., Limited, Toronto, Ont. (Adv. page 900.)

935 ENGINES, Corliss.

Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902.)
Berg Machinery Mfg. Co., Limited, The, Toronto, Ont.
Canada Foundry Co., Limited, Toronto, Ont.
Goldie & McCulloch Co., Limited, The, Galt, Ont. (Adv. page 885.)
Hamilton, Wm., Co., Limited, Peterborough, Ont.
Inglis, The John, Co., Limited, Toronto, Ont. (Adv. page 890.)
Jenckes Machine Co., Limited, The, Sherbrooke, Que.
Laurie Engine & Machine Co., Limited, Montreal, Que.
Leonard, E., & Sons, London, Ont. (Adv. page 888.)
Robb Engineering Co., Limited, Amherst, N.S. (Adv. page 886.)
Stuart Machinery Co., Limited, The, Winnipeg, Man.

936 ENGINES, Fire (Chemical).

Brandon Machine Works Co., Limited, Brandon, Man.
Seagrave, W. E., Walkerville, Ont.
Smith Bros., Toronto, Ont.

937 ENGINES, Fire (Steam and Gasoline).

Waterous Engine Works Co., Limited, Brantford, Ont. (Adv. page 889.)

938 ENGINES, Gas and Gasoline.

Adams Launch & Engine Mfg. Co., Penetanguishene, Ont. (Adv. page 910.)
Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902.)

Augustin & Daudelin, St. Hyacinthe, Que.

Bawden Machine & Tool Co., Toronto, Ont.

Bell, The Robt., Engine & Thresher Co., Limited, Seaford, Ont.

Berg Machinery Mfg. Co., Limited, Toronto, Ont.

Brandon Machine Works Co., Limited, Brandon, Man.

Canada Cycle & Motor Co., Limited, West Toronto, Ont. (Adv. page 936.)

Canadian Gas Power & Launches, Limited, Toronto, Ont.

Doherty Mfg. Co., Limited, Sarnia, Ont.

Fairbanks Morse Canadian Mfg. Co., Limited, Toronto, Ont. (Adv. page 900.)

Fleming, James, St. John, N.B.

Ford Motor Co., of Canada, Limited, The, Walkerville, Ont. (Adv. page 904.)

Gilson Mfg. Co., Limited, Guelph, Ont. (Adv. page 1120.)

Goold, Shapley & Muir Co., Limited, Brantford, Ont. (Adv. page 892.)

Hall, James B., Toronto, Ont.

Letson & Burpee, Limited, Vancouver, B.C.

Manitoba Windmill & Pump Co., Limited, Brandon, Man.

McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)

McKeough & Trotter, Limited, Chatham, Ont.

Midland Engine Works, Midland, Ont.

Payette, P., & Co., Penetanguishene, Ont.

Schaae Machine Works, Limited, The, New Westminster, B.C.

Schofield-Holden Machine Co., Limited, Toronto, Ont.

Selby & Youlden, Limited, Kings-Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)

St. Lawrence Engine Co., Limited, Brockville, Ont.

Stewart, Bruce & Co., Charlotte-town, P.E.I.

Stratford Mill Building Co., Limited, The, Stratford, Ont.

Stuart Machinery Co., Limited, The, Winnipeg, Man.

Sylvester Mfg. Co., Limited, The, Lindsay, Ont.

Waterloo Mfg. Co., Limited, Waterloo, Ont.

939 ENGINES, Hoisting, Hauling and Winding.

Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902.)
Beatty, M., & Sons, Limited, Welland, Ont. (Adv. page 888.)
Berg Machinery Mfg. Co., Limited, The, Toronto, Ont.

Brown Machine Co., The, New Glasgow, N.S.

Canada Foundry Co., Limited, Toronto, Ont.

Doty Engine Works Co., Limited, The, Goderich, Ont.

Hamilton, Wm., Co., Limited, Peterborough, Ont.

Jenckes Machine Co., Limited, The, Sherbrooke, Que.

McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)

Laurie Engine & Machine Co., Limited, Montreal, Que.

Manitoba Bridge & Iron Works, Limited, The, Winnipeg, Man.

Marsh & Henthorn, Limited, Belleville, Ont.

Matheson, I., & Co., Limited, New Glasgow, N.S.

Midland Engine Works Co., Midland, Ont.

Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)

Muskoka Foundry Co., Bracebridge, Ont.

Mussens, Limited, Montreal, Que.

New Burrell-Johnson Iron Co., Limited, The, Yarmouth, N.S.

Niagara Falls Machine & Foundry Co., Limited, Niagara Falls, Ont. (Adv. page 1107.)

Payette, P., & Co., Penetanguishene, Ont.

Ross & Howard Iron Works Co., Limited, Vancouver, B.C.

Stuart Machinery Co., Limited, The, Winnipeg, Man.

Vancouver Engineering Works, Limited, Vancouver, B.C.

White, R. C., Montreal, Que.

940 ENGINES, Marine.

Adams Launch & Engine Mfg. Co., The, Penetanguishene, Ont. (Adv. page 910.)

Berg Machinery Mfg. Co., Limited, Toronto, Ont.

British Columbia Marine Railways Co., Limited, Victoria, B.C.

Canada Foundry Co., Limited, Toronto, Ont.

Canadian Buffalo Forge Co., Limited, Montreal, Que.

Canadian Gas Power & Launches, Limited, Toronto, Ont.

Collingwood Shipbuilding Co., Limited, Collingwood, Ont.

Doty Engine Works Co., Limited, The, Goderich, Ont.

Drolet, F. X., Quebec, Que.

Fleming, James, St. John, N.B.

Hamilton, Wm., Co., Limited, Peterborough, Ont.

Inglis, The John Co., Limited, Toronto, Ont. (Adv. page 890.)

Laurie Engine & Machine Co., Limited, Montreal, Que.

McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)

Matheson, I., & Co., Limited, New Glasgow, N.S.

Midland Engine Works Co., Midland, Ont.

Moir, W. & A., Halifax, N.S.

New Burrell-Johnson Iron Co., Limited, The, Yarmouth, N.S.

Owen Sound Iron Works Co., Limited, Owen Sound, Ont.

Oxford Foundry & Machine Co., Oxford, N.S.

Payette, P., & Co., Penetanguishene, Ont.

Polson Iron Works, Limited, Toronto, Ont. (Adv. page 1128.)

Ross & Howard Iron Works Co., Limited, Vancouver, B.C.

Schaae Machine Works, Limited, The, New Westminster, B.C.

Schofield-Holden Machine Co., Limited, Toronto, Ont.

Selby & Youlden, Limited, Kingston, Ont.

Smart-Turner Machine Co., Limited, Hamilton, Ont. (Adv. page 1134.)

St. Lawrence Engine Co., Limited, Brockville, Ont.

Stewart, Bruce & Co., Charlotte-town, P.E.I.

Stuart Machinery Co., Limited, The, Winnipeg, Man.

Sydney Foundry & Machine Works, Limited, The, Sydney, N.S.

White, R. C., Montreal, Que.

Waterloo Mfg. Co., Limited,
Waterloo, Ont.
White, R. C., Montreal, Que.

942 ENGINES, Producer Gas.

Berg Machinery Mfg. Co., Limited,
The, Toronto, Ont.
Canada Foundry Co., Limited, To-
ronto, Ont.
Fairbanks Morse Canadian Mfg.
Co., Limited, Toronto, Ont.
(Adv. page 900.)
Goldie & McCulloch Co., Limited,
The, Galt, Ont. (Adv. page 885.)
Stuart Machinery Co., Limited,
The, Winnipeg, Man.
Waterloo Mfg. Co., Limited,
Waterloo, Ont.

943 ENGINES, Pumping Water- works, etc.

Allis-Chalmers-Bullock, Limited,
Montreal, Que. (Adv. page 902.)
Berg Machinery Mfg. Co., Limited,
The, Toronto, Ont.
Canada Foundry Co., Limited, To-
ronto, Ont.
Canadian Buffalo Forge Co., Lim-
ited, Montreal, Que.
Fairbanks-Morse Canadian Mfg. Co.,
Limited, Toronto, Ont. (Adv.
page 900.)
Goldie & McCulloch Co., Limited,
The, Galt, Ont. (Adv. page 885.)
Hamilton, Wm., Co., Limited,
Peterborough, Ont.
Inglis, The John Co., Limited,
Toronto, Ont. (Adv. page
890.)
McDougall, The John, Caledonian
Iron Works Co., Limited, Mont-
real, Que. (Adv. page 1136.)
New Burrell-Johnson Iron Co.,
Limited, The, Yarmouth, N.S.
Robb Engineering Co., Limited,
Amherst, N.S. (Adv. page 886.)
Smart-Turner Machine Co., Lim-
ited, The, Hamilton, Ont. (Adv.
page 1134.)
Watrous Engine Works Co., Lim-
ited, Brantford, Ont. (Adv.
page 889.)
White, R. C., Montreal, Que.

944 ENGINES, Stationary, Hori- zontal and Vertical (Steam).

Bawden Machine & Tool Co., To-
ronto, Ont.
Bell, The Robert, Engine &
Thresher Co., Limited, Seaford,
Ont.
Berg Machinery Mfg. Co., Limited,
Toronto, Ont.
Bertrand, La Compagnie Manufac-
turiere, F. X., St. Hyacinthe,
Que.
Brandon Machine Works Co., Lim-
ited, Brandon, Man.
Canada Foundry Co., Limited,
Toronto, Ont.
Collingwood Shipbuilding Co.,
Limited, Collingwood, Ont.
Drolet, F. X., Quebec, Que.
Fleming, James, St. John, N.B.
Goldie & McCulloch Co., Limited,
Galt, Ont. (Adv. page 885.)
Hamilton, Wm., Co., Limited,
Peterborough, Ont.
Inglis, The John Co., Limited,
Toronto, Ont. (Adv. page 890.)
Jenckes Machine Co., Limited,
The, Sherbrooke, Que.
Leonard, E., & Sons, London, Ont.
(Adv. page 888.)
Long, The E., Mfg. Co., Limited,
Orillia, Ont.
Martin Pump & Machine Co., To-
ronto, Ont.
McDougall, The John, Caledonian
Iron Works Co., Limited, The,
Montreal, Que. (Adv. page 1136.)
Manitoba Bridge & Iron Works,
Limited, The, Winnipeg, Man.
Marsh & Henthorn, Limited, Belle-
ville, Ont.
Matheson, I., & Co., Limited, New
Glasgow, N.S.
Midland Engine Works Co., Mid-
land, Ont.
Miller Bros. & Toms, Montreal,
Que. (Adv. page 1134.)
Moir, W. & A., Halifax, N.S.
New Burrell-Johnson Iron Co.,
Limited, The, Yarmouth, N.S.
Norsworthy, C., & Co., St.
Thomas, Ont.
Owen Sound Iron Works Co., Lim-
ited, Owen Sound, Ont.

Oxford Foundry & Machine Co.,
Oxford, N.S.
Park Bros., Chatham, Ont.
Payette, P., & Co., Penetanguis-
hene, Ont.
Plessisville, La Fonderie de, Ples-
sisville, Que.
Polson Iron Works, Limited To-
ronto, Ont. (Adv. page 1128.)
Robb Engineering Co., Limited,
Amherst, N.S. (Adv. page 886.)
Ross & Howard Iron Works Co.,
Limited, Vancouver, B.C.
Schaafe Machine Works, Limited,
The, New Westminster, B.C.
Selby & Youlden, Limited, Kingston,
Ont.
Sheldons, Limited, Galt, Ont. (Adv.
page 1101.)
Smart-Turner Machine Co., Lim-
ited, The, Hamilton, Ont. (Adv.
page 1134.)
St. John Iron Works, Limited,
St. John, N.B.
Stewart, Bruce, & Co., Charlotte-
town, P.E.I.
Stratford Mill Building Co., Lim-
ited, The, Stratford, Ont.
Stuart Machinery Co., Limited,
The, Winnipeg, Man.
Sydney Foundry & Machine
Works, Limited, The, Sydney,
N.S.
Vancouver Engineering Works,
Limited, Vancouver, B.C.
Vulcan Iron Works, Limited, The,
Winnipeg, Man.
Watrous Engine Works Co., Lim-
ited, The, Brantford, Ont.
(Adv. page 886.)
White, The George, & Sons Co.,
Limited, London, Ont.
White, R. C., Montreal, Que.
Whitfield, The John, Co., Toronto,
Ont.

945 ENGINES (Threshing), Traction and Portable.

American-Abell Engine & Thresher
Co., Limited, Toronto, Ont.
Bell, The Robert, Engine &
Thresher Co., Limited, Sea-
forth, Ont.
Berg Machinery Mfg. Co., Limited,
Toronto, Ont.
Bertrand, La Compagnie Manufac-
turiere, F. X., St. Hyacinthe,
Que.
Brandon Machine Works Co., Lim-
ited, Brandon, Man.
Drolet, F. X., Quebec, Que.
Goodison, The John, Thresher
Co., Limited, Sarnia, Ont.
Macdonald Mfg. Co., Stratford,
Ont.
New Hamburg Mfg. Co., Limited,
New Hamburg, Ont.
Park Bros., Chatham, Ont.
Sawyer & Massey Co., Limited,
Hamilton, Ont.
Waterloo Mfg. Co., Limited,
Waterloo, Ont.
White, The George, & Sons Co.,
Limited, London, Ont.

946 ENGINES, Turbine. See Turbines.

947 ENGRAVERS, Jewelry.

Birks, Henry, & Sons, Limited,
Montreal, Que.
Campbell, W. R., & S. A., Win-
nipeg, Man.
Ellis, P. W., & Co., Limited, To-
ronto, Ont. (Adv. page 1121.)
Lees, Geo. H., & Co., Hamilton,
Ont.
Ryrie Bros., Limited, Toronto, Ont.
Zock, J. J., & Co., Limited, To-
ronto, Ont.

948 ENGRAVERS, Music.

Whaley, Royce Co., Limited, To-
ronto, Ont.

949 ENGRAVERS, Steel and Copper Plate.

Alexander & Cable Lithographing
Co., Limited, Toronto, Ont.
American Bank Note Co., Otta-
wa, Ont.
Benallack Litho. & Ptg. Co., Lim-
ited, The, Montreal, Que.
British American Bank Note Co.,
Limited, Montreal, Que. (Adv.
page 929.)
Bulman Bros., Limited, Winnipeg,
Man.
Consolidated Lithographing &
Mfg. Co., Limited, The, Mont-
real, Que.

Gilmour & Kearns, Montreal, Que.
Harris Lithographing Co., The,
Toronto, Ont.
Hart & Riddell, Toronto, Ont.
Hough Lithographing Co., Limited,
The, Toronto, Ont.
Knowles & Co., London, Ont.
London Printing & Lithographing
Co., The, London, Ont.
Rolph & Clark, Limited, Toronto,
Ont. (Adv. page 925.)
Smith, The David, Engraving &
Lithographing Co., Toronto,
Ont. (Adv. page 938.)
Thomson Engraving Co., Toronto,
Ont.

950 ENGRAVERS, Wood.

Alexander Engraving Co., The,
Toronto, Ont.
Bulman Bros., Limited, Winnipeg,
Man.
Grip, Limited, Toronto, Ont.
Jones, The J. L., Engraving Co.,
Toronto, Ont. (Adv. page 934.)
Knowles & Co., London, Ont.
National Electrotypes & Stereotype
Co., Limited, Toronto, Ont.
Ontario Engraving Co., Hamil-
ton, Ont.
Photo-Engravers, Limited, The, To-
ronto, Ont.
Thomson Engraving Co., Toronto,
Ont.
Toronto Engraving Co., Limited,
Toronto, Ont.
Toronto Lithographing Co., Lim-
ited, The, Toronto, Ont. (Adv.
page 926.)

951 ENGRAVING IN COLORS.

Grip, Limited, Toronto, Ont.
Ontario Engraving Co., Hamilton,
Ont.
Toronto Engraving Co., Limited,
Toronto, Ont.

952 ENGRAVING, Map.

Bulman Bros., Limited, Winnipeg,
Man.
Consolidated Lithographing &
Mfg. Co., Limited, Montreal,
Que.
McAlpine Publishing Co., Hali-
fax, N.S.
Toronto Lithographing Co., Lim-
ited, Toronto, Ont. (Adv. page
926.)

953 ENGRAVING, Photo, Half- Tone and Line on Copper or Zinc.

Alexander & Cable Lithographing
Co., Limited, Toronto, Ont.
Alexander Engraving Co., The,
Toronto, Ont.
Benallack Lithographing & Print-
ing Co., The, Montreal, Que.
Canada Newspaper Syndicate,
Limited, Montreal, Que.
Central Press Agency, Limited,
The, Toronto, Ont.
Colonist Printing & Publishing
Co., Limited, The, Victoria,
B.C.
Consolidated Lithographing &
Mfg. Co., Limited, Montreal,
Que.
Desbarats & Co., Montreal, Que.
Grip, Limited, Toronto, Ont.
Jones, The J. L., Engraving Co.,
Toronto, Ont. (Adv. page 934.)
London Printing & Lithographing
Co., The, London, Ont.
Mortimer Co., Limited, The, Ot-
tawa, Ont. (Adv. page 1142.)
National Electrotypes & Stereotype
Co., Limited, The, Toronto,
Ont.
Ontario Engraving Co., Hamilton,
Ont.
Photo-Engravers, Limited, The,
Toronto, Ont.
Plow, B., & Co., Montreal, Que.
Standard Photo Engraving Co.,
Limited, Montreal, Que.
Stovel Co., The, Winnipeg, Man.
Thomson Engraving Co., Toronto,
Ont.
Toronto Engraving Co., Limited,
Toronto, Ont.

954 ENVELOPES.

Barber & Ellis Co., Limited, The,
Toronto, Ont. (Adv. page 933.)
Bouvier, L. P., Toronto, Ont.
Buntin, Gillies & Co., Limited,
Hamilton, Ont.
Canada Envelope Co., Montreal,
Que.

Davis & Henderson, Toronto, Ont.
Dawson, Chas. F., Limited, Mont-
real, Que.
Dawson, W. V., & Co., Montreal,
Que.
Dominion Envelope Co., Limited,
Toronto, Ont.
"5-in-1" Letter Envelope Co.,
Limited, The, Toronto, Ont.
Gage, W. J., & Co., Limited, To-
ronto, Ont. (Adv. page 928.)
Harris Lithographing Co., The,
Toronto, Ont.
Hart & Riddell, Toronto, Ont.
Knapp Envelope Co., Toronto,
Ont.
Knowles & Co., London, Ont.
Lawson & Jones, Limited, Lon-
don, Ont.
Morton, Phillips & Co., Montreal,
Que.
Northern Mills Co., The, Montreal,
Que. (Adv. page 927.)
Reason, H. T., & Co., London,
Ont.
Rolland Paper Co., Limited, Mont-
real, Que. (Adv. page 929.)
Rolph & Clark, Limited, Toronto,
Ont. (Adv. page 925.)

955 ENVELOPES, Tag.

Morton Co., Limited, The, Toron-
to, Ont. (Adv. page 934.)

956 EPITAPHS, Cast Iron.

Belanger, A., Montmagny, Que.

957 ERASERS, Blackboard.

Hendry, The Geo. M. Co., Limited,
Toronto, Ont.

958 ESCUTCHEONS.

Gurney, Tilden Co., Limited, The,
Hamilton, Ont. (Adv. page 912.)
Hahn Brass Co., Limited, The,
New Hamburg, Ont.

959 ESSENCES.

See Extracts, Flavoring.

960 EVAPORATORS, Sap and Fruit.

Belanger, A., Montmagny, Que.
Biggs Fruit and Produce Co.,
Limited, Burlington, Ont.
Brown, Boggs Co., Limited, The,
Hamilton, Ont. (Adv. page
1083.)
Grimm Mfg. Co., The, Montreal,
Que.
Smart-Turner Machine Co., Lim-
ited, The, Hamilton, Ont. (Adv.
page 1134.)

961 EXCAVATORS & TRENCH- ING MACHINES.

Harris, J. W., Mfg. Co., Ltd.,
Montreal, Que.

962 EXCELSIOR.

B. C. Bedding and Upholstery
Co., Limited, Vancouver, B.C.
Delany & Pettit Co., Limited,
The, Toronto, Ont. (Adv.
page 1117.)
Rider & Kitchener Co., Limited,
The, Lindsay, Ont.
Rutherford, The Wm., & Sons
Co., Montreal, Que. (Adv. page
1116.)

963 EXHAUSTERS, Planing Mill, Etc.

Reed, Geo. W., & Co., Limited,
Montreal, Que.
Sheldons, Limited, Galt, Ont.
(Adv. page 1101.)

964 EXPANDERS, boiler tube.

Babcock & Wilcox, Limited,
Montreal, Que. (Adv. page 890.)
Jardine, A. B., & Co., Hespeler,
Ont.

965 EXPLOSIVES.

See Dynamite.

966 EXTINGUISHERS, Fire.

Garth Co., The, Montreal, Que.
McGuire, W. J., Limited, Toron-
to, Ont.
Macdonald Mfg. Co., Limited, To-
ronto, Ont. (Adv. page 1087.)
Ormsby, A. B., Limited, Toronto,
Ont. (Adv. page 1096.)
Seagrave, W. E., Walkerville, Ont.
Standard Automatic Fire Sprink-
ler Co., Limited, The, Montreal,
Que.
Wilson & Cousins, Toronto, Ont.

967 EXTRACTORS AND FILTERS, Oil.

Darling Bros., Limited, Montreal, Que.

968 EXTRACTORS, Stump.

Whitfield, The, John Co., Toronto, Ont.

969 EXTRACTS, Flavoring.

Barbour, G. E., Co., Limited, St. John, N.B.

Blackwoods, Limited, The, Winnipeg, Man.

Blue Ribbon, Limited, Winnipeg, Man.

Capstan Mfg. Co., Toronto, Ont.

Codville Co., Limited, The, Winnipeg, Man.

Cowan, John, Co., Limited, Montreal, Que.

Dalley, The, F. F. Co., of Hamilton, Limited, Hamilton, Ont.

Dalton Bros., Toronto, Ont.

Downey, W. P., Montreal, Que.

Drake, Francis, New Glasgow, N.S.

Drewry, Edward L., Winnipeg, Man. (Adv. page 1130.)

Dunn, Wm. H., Montreal, Que.

Dyson Co., The, Winnipeg, Man.

Empress Mfg. Co., Limited, Vancouver, B.C.

Georgeson & Co., Calgary, Alta.

Gorman, Eckert & Co., Limited, London, Ont.

Hutchinson & Peterson, Toronto, Ont.

Imperial Extract Co., Toronto, Ont.

Lytle, The T. A., Co., Limited, Toronto, Ont.

McLarens, Limited, Hamilton, Ont.

National Drug and Chemical Co. of Canada, Limited, Montreal, Que.

Patrick, W. G., & Co., Toronto, Ont.

Pure Gold Mfg. Co., Limited, Toronto, Ont.

Seeley Mfg. Co., Windsor, Ont.

Smith, J. Hungerford Co., Limited, Toronto, Ont.

Stearns, Frederick, & Co., Windsor, Ont.

White Star Mfg. Co., The, Winnipeg, Man.

White Swan Spices & Cereals, Limited, Toronto, Ont.

Willson & Warden, Limited, Toronto, Ont.

970 EXTRACTS, Fluid, Solid and Powdered.

Frosst, Chas. E., & Co., Montreal, Que.

Parke, Davis & Co., Walkerville, Ont.

Saunders, W. E., & Co., London, Ont.

Stearns, Frederick, & Co., Windsor, Ont.

971 EXTRACT, Malt.

O'Keefe Brewery Co., of Toronto, Limited, The, Toronto, Ont.

Silver Spring Brewery, Limited, Sherbrooke, Que.

Sleeman & Sons, Limited, Guelph, Ont.

Walkerville Brewing Co., Limited, The, Walkerville, Ont.

972 EYE-BOLTS.

Canadian Billings & Spencer, Limited, Welland, Ont. (Adv. page 1107.)

973 EYE-GLASSES.

Consolidated Optical Co., Limited, Toronto, Ont.

F**974 FACINGS, Foundry.**

Hamilton Facing Mill Co., Limited, Hamilton, Ont. (Adv. page 1107.)

975 FANNING MILLS.

See Mills, fanning.

976 FAN AND EXHAUST SYSTEMS.

Canadian Buffalo Forge Co., Limited, Montreal, Que.

Matheson, I., & Co., Limited, New Glasgow, N.S.

Matthews, A., Toronto, Ont.

Sheldons, Limited, Galt, Ont. (Adv. page 1101.)

Turner, John & Son, Toronto, Ont.

977 FANS, Electric.

Canadian Buffalo Forge Co., Limited, Montreal, Que.

Canadian Westinghouse Co., Limited, Hamilton, Ont.

Turner, John & Son, Toronto, Ont.

978 FANS Ventilating.

See Fans and Exhaust Systems.

979 FARINA, Potato.

Edwardsburg Starch Co., Limited, Montreal, Que.

Prowse & Sons, Murray Harbor, P.E.I.

980 FASTENERS, Door, Window, Shutter, etc.

Belleville Hardware Co., Limited, Belleville, Ont.

Gurney, Tilden Co., Limited, The, Hamilton, Ont. (Adv. page 912.)

Peterborough Lock Mfg. Co., Limited, The, Peterborough, Ont.

981 FAUCETS, Compression, Bath, Basin, Beer, Plumbers, etc.

Mitchell, The Robert, Co., Limited, Montreal, Que.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

982 FAUCETS, Petroleum.

Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)

983 FEATHER GOODS.

See Cushions; Pillows; Quilts.

984 FEATHERBONE.

Reid, The A. T., Co., Limited, Toronto, Ont.

985 FEATHERS.

Alaska Feather & Down Co., Limited, Montreal, Que. (Adv. page 905.)

Dominion Flower & Feather Mfg. Co., The, Montreal, Que.

Whitworth & Restall, Toronto, Ont.

986 FEATHERS, Ostrich.

Dominion Ostrich Feather Co., Limited, Toronto, Ont.

987 FEEDS.

Campbell, The John, Co., Limited, St. Thomas, Ont.

Canada Flour Mills Co., Limited, Chatham, Ont.

Columbia Flouring Mills Co., Limited, Enderby, B.C.

Dominion Millers' Association, Toronto, Ont.

Georgian Bay Milling & Power Co., Limited, Meaford, Ont.

Goldie, The Jas., Co., Limited, Guelph, Ont.

Goldie Milling Co., Limited, Ayr, Ont.

Johnson & McDonald, New Glasgow, N.S.

Lake of the Woods Milling Co., Limited, Montreal, Que.

Mackay, John, Limited, Bowmanville, Ont.

McCann, Knox Milling Co., Limited, Toronto, Ont.

McLeod Milling Co., Limited, The, Stratford, Ont.

Noble, Robert, Estate of, Norval, Ont.

Ogilvie Flour Mills Co., Limited, Montreal, Que.

Oliver, R. W., Milling Co., Limited, Montreal, Que.

Pearce Co., Limited, The, Marmora, Ont.

Pfeffer Bros., Listowel, Ont.

Quaker Oats Co., The, Peterborough, Ont.

Seaforth Milling Co., Seaforth, Ont.

St. John Milling Co., Limited, West St. John, N.B.

Taylor, The T. H., Co., Limited, Chatham, Ont.

Tillson Co., Limited, The, Tillsonburg, Ont.

Vick, George & Sons, Orillia, Ont.

Watt Milling and Feed Co., Limited, Toronto, Ont.

Western Canada Flour Mills Co., Limited, Toronto, Ont.

Western Milling Co., Limited, Calgary, Alta.

Wilson, James, & Sons, Fergus, Ont. (Adv. page 1137.)

Wood Milling Co., Hamilton, Ont.

Woodstock Cereal Co., Limited, The, Woodstock, Ont.

988 FEEDERS, Ore.

Jenckes Machine Co., Limited, The, Sherbrooke, Que.

989 FEEDERS, Self.

See Machines, threshing.

990 FELLOES.

See Bent Goods; Carriage parts.

991 FELSPAR, Ground.

Electric Reduction Co., Limited, The, Buckingham, Que.

992 FELT, Boot and Shoe.

Berlin Felt Boot Co., Limited, Berlin, Ont.

993 FELT, Carpet.

Bird, F. W., & Son, Hamilton, Ont. (Adv. page 1112.)

Ford, Jos., & Co., Portneuf Station, Que.

Lockerby & McComb, Montreal, Que. (Adv. page 1138.)

McArthur, Alex., & Co., Limited, Montreal, Que. (Adv. page 1079.)

Montreal Paper Co., St. Basile, Que.

Paterson Mfg. Co., Limited, The, Toronto, Ont.

Stutt, James, & Sons, West Flamboro, Ont.

994 FELT, Mattress, Cotton and Jute.

Bauer, A., & Co., Waterloo, Ont.

Smith Mfg. Co., Limited, The, Toronto, Ont.

995 FELT, Hair, Polishing and Saddle.

Berlin Felt Boot Co., Limited, Berlin, Ont.

996 FELTS, Paper Makers' and Laundry.

Bates & Innes, Carleton Place, Ont.

Hamelin & Ayers Co., Limited, The, Lachute Mills, Que.

Penmans, Limited, Paris, Ont. (Adv. page 918.)

997 FELT, Roofing and Tarred for Building Purposes.

Bird, F. W., & Son, Hamilton, Ont. (Adv. page 1112.)

Brantford Roofing Co., Limited, Brantford, Ont.

Ford, Jos., & Co., Portneuf Station, Que.

McArthur, Alex., & Co., Limited, Montreal, Que. (Adv. page 1079.)

Merrick-Anderson Co., Winnipeg, Man.

Montreal Paper Co., St. Basile, Que.

Paterson Mfg. Co., Limited, The, Toronto, Ont.

Walker, J. R., & Co., Montreal, Que. (Adv. page 926.)

998 FELT, Tarred.

Lockerby & McComb, Montreal, Que. (Adv. page 1138.)

McArthur, Alex., & Co., Limited, Montreal, Que. (Adv. page 1079.)

999 FENCE, Metal, Ornamental.

Belanger, A., Montmagny, Que.

Canada Foundry Co., Limited, Toronto, Ont.

Frost Wire Fence Co., Limited, Hamilton, Ont.

London Fence Machine Co., Limited, London, Ont.

McGregor Banwell Fence Co., Limited, The, Walkerville, Ont. (Adv. page 1120.)

Meadows, The Geo. B., Toronto, Wire, Iron & Brass Works Co., Limited, Toronto, Ont. (Adv. page 1089.)

Munro Wire Works, Limited, New Glasgow, N.S.

Page Wire Fence Co., Limited, The, Walkerville, Ont. (Adv. page 1079.)

Schmidt & Co., Winnipeg, Man.

Western Iron Works, Limited, Winnipeg, Man. (Adv. page 1123.)

1000 FENCING, Coiled Wire.

Dominion Wire Mfg. Co., Limited, Montreal, Que.

McGregor, Banwell Fence Co., Limited, The, Walkerville, Ont. (Adv. page 1120.)

1001 FENCING, Wire (Woven.)

Anthony Wire Fence Co., Limited, The, Walkerville, Ont.

Banwell Hoxie Wire Fence Co., Limited, The, Hamilton, Ont.

Dominion Wire Mfg. Co., Limited, Montreal, Que.

Frame & Hay Fence Co., Limited, The, Stratford, Ont.

Frost Wire Fence Co., Limited, Hamilton, Ont.

Great West Wire Fence Co., Limited, The, Winnipeg, Man.

Greening, The B., Wire Co., Limited, Hamilton, Ont. (Adv. page 1096.)

London Fence Machine Co., Limited, London, Ont.

McGregor, Banwell Fence Co., Limited, The, Walkerville, Ont. (Adv. page 1120.)

Manitoba Anchor Wire Fence Co., Limited, The, Winnipeg, Man.

Meadows, The Geo. B., Toronto, Wire, Iron & Brass Works Co., Limited, Toronto, Ont. (Adv. page 1089.)

Munro Wire Works, Limited, New Glasgow, N.S.

New Brunswick Wire Fence Co., Limited, The, Moncton, N.B.

Owen Sound Wire Fence Co., Limited, Owen Sound, Ont.

Page Wire Fence Co., Limited, The, Walkerville, Ont. (Adv. page 1079.)

Pittsburgh Perfect Fence Co., Limited, Hamilton, Ont.

1002 FENCING, Wrought Iron.

Canada Foundry Co., Limited, Toronto, Ont.

Canadian Ornamental Iron Co., Toronto, Ont. (Adv. page 1121.)

Dennis Wire & Iron Works Co., Limited, London, Ont. (Adv. page 1120.)

Fleming, James, St. John, N.B.

Meadows, The Geo. B., Toronto, Wire, Iron & Brass Works Co., Limited, Toronto, Ont. (Adv. page 1089.)

Shipway Iron, Bell & Wire Mfg. Co., Limited, Toronto, Ont.

Watson, John, & Son, of Montreal, Limited, Montreal, Que. (Adv. page 1137.)

Western Iron Works, Limited, Winnipeg, Man. (Adv. page 1123.)

Westminster Iron Works, New Westminster, B.C.

1003 FENDERS.

Leckie, John, Limited, Toronto, Ont.

1004 FENDERS, Brass, Iron and Wire.

Canadian Ornamental Iron Co., Toronto, Ont. (Adv. page 1121.)

Dennis Wire & Iron Works Co., Limited, London, Ont. (Adv. page 1120.)

Greening, The B., Wire Co., Limited, Hamilton, Ont. (Adv. page 1096.)

Mitchell, The Robt. Co., Limited, Montreal, Que.

1005 FENDERS, Cutter and Carriage.

Heard, John, & Co., St. Thomas, Ont.

McKinnon Dash & Metal Works Co., Limited, St. Catharines, Ont. (Adv. Inside Front Cover.)
Walkerville Carriage Goods Co., Limited, The, Walkerville, Ont.

1006 FERRO-SILICON.

Electro Metals, Limited, Welland, Ont.

1007 FERRULES.

Canada Axe & Harvest Tool Mfg. Co., Limited, St. Paul, Que.
Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

1008 FERTILIZERS, Bone, Mineral, Chemical, Etc.

American Cyanamid Co., Niagara Falls, Ont.
Canada Chemical Mfg. Co., Limited, The, London, Ont. (Adv. page 1131.)
Canada Glue Co., Limited, Brantford, Ont.
Capelton Chemical & Fertilizer Co., Buckingham, Que.
Carritte, de B., St. John, N.B.
Freeman, The W. A., Co., Limited, Hamilton, Ont.
Harris, W., & Co., Toronto, Ont. (Adv. page 1102.)
Martin, The D. B., Co., Limited, West Toronto, Ont.
Nova Scotia Fertilizer Co., The, Halifax, N.S.
Victoria Chemical Co., Limited, Victoria, B.C.
Whitman, Arthur N., Halifax, N.S.

1009 FERTILIZER, Slaughter House.

Davies, The Wm., Co., Limited, Toronto, Ont.
Fowler's Canadian Co., Limited, Hamilton, Ont.
Harris Abattoir Co., Limited, The, Toronto, Ont.
Martin, D. B., Limited, West Toronto, Ont.
O'Mara, Joseph, Palmerston, Ont.

1010 FIBRE WARE, Indurated Eddy, The E. B., Co., Limited, Hull, Que. (Adv. page 901.)

1011 FIGURES, Wax.

Clatworthy & Son, Toronto, Ont.
Richardson, A. S., Toronto, Ont.

1011a FILES, Office.

Davis & Hendersan, Toronto, Ont.
Dawson, Chas. F., Limited, Montreal, Que.
Eclipse Mfg. Co., Limited, The, Ottawa, Ont.
Globe-Wernicke Co., Limited, The, Stratford, Ont.
Library Bureau of Canada, Limited, Ottawa, Ont.
Office Specialty Mfg. Co., Limited, Toronto, Ont.

1012 FILES, RASPS, Etc.

Disston, Henry, & Sons, Limited, Toronto, Ont.
Foley Mfg. Co. Toronto, Ont.
Nicholson File Co., Port Hope, Ont. (Adv. page 911.)
Simonds Canada Saw Co., Limited, Montreal, Que.

1013 FILLEES, Egg Case.

Gilmour Door Co., Limited, The, Trenton, Ont.
Miller Bros. Co., Limited, The, Montreal, Que.
Northumberland Paper & Electric Co., Limited, Campbellford, Ont.

1014 FILLEES, Wood.

Berry Bros., Limited, Walkerville, Ont.
Brandram-Henderson, Limited, Montreal, Que.
Canada Paint Co., Limited, The, Montreal, Que. (Adv. page 1103.)
Imperial Varnish & Color Co., Limited, Toronto, Ont. (Adv. page 1102.)
International Varnish Co., Limited, Toronto, Ont. (Adv. page 1103.)
Jamieson, E. C., & Co., Limited, Montreal, Que.
Martin-Senour Co., Limited, The, Montreal, Que.
Moore, Benjamin & Co., Limited, West Toronto, Ont.

Muirhead, A., Co., Limited, Toronto, Ont.

Ramsay, A., & Son Co., Montreal, Que.

Robertson, The James, Co., Limited, Montreal, Que.

Scarfe & Co., Brantford, Ont. (Adv. page 1103.)

Sherwin-Williams Co., The, Montreal, Que.

Standard Paint & Varnish Co., Limited, Windsor, Ont.

Stephens, G. F., & Co., Limited, Winnipeg, Man.

1015 FILLET, Leather.

McLaren, D. K., Limited, Montreal, Que. (Adv. page 919.)

McLaren, The J. C., Belting Co., Montreal, Que. (Adv. page 919.)

1016 FILMS, Photographic.

Canadian Kodak Co., Limited, Toronto, Ont. (Adv. page 922.)

1017 FILTER PLANTS.

McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)

1018 FILTER PRESSES.

Perrin, Wm. R., & Co., Limited, Toronto, Ont. (Adv. page 896.)

1019 FILTERS, Oil.

Darling Brothers Limited, Montreal, Que.
Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

1020 FILTERS, Water.

Hall Engineering Works, The, Montreal, Que.
Harris, The J. W., Mfg. Co., Limited, Montreal, Que.
Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
Prowse, Geo. R., Montreal, Que.

1021 FINDINGS, Boot and Shoe. See Heels and Heel Stock; Stiffeners and Counters.

1022 FINIALS, Metal.

Canada Foundry Co., Limited, Toronto, Ont.
Dennis Wire & Iron Works Co., Limited, London, Ont. (Adv. page 1120.)
Meadows, The Geo. B., Toronto Wire, Iron & Brass Works Co., Limited, Toronto, Ont. (Adv. page 1089.)

Metal Shingle & Siding Co., Limited, Preston, Ont. (Adv. page 1083.)

Metallic Roofing Co., of Canada, Limited, The, Toronto, Ont. (Adv. pages 1080-1081.)

Ormsby, A. B., Limited, Toronto, Ont. (Adv. page 1096.)

Pedlar Metal Roofing Co., The, Oshawa, Ont.

Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)

Toronto Hardware Mfg. Co., Toronto, Ont.

1023 FINISH, Interior.

See Mills, planing; Fittings, wood, etc.; Mouldings; Blinds.

1024 FINISHERS, Brass.

Cuthbert, W. R., & Co., Montreal, Que.
Garth Co., The, Montreal, Que.
Mitchell, The Robt., Co., Limited, Montreal, Que.

1025 FIRE ALARM APPARATUS.

Northern Electric & Mfg. Co., Limited, The, Montreal, Que. (Adv. page 1078.)

1027 FIRE APPLIANCES.

Bennett & Wright Co., Limited, The, Toronto, Ont.
Garth Co., The, Montreal, Que.
McGuire, W. J., Limited, Toronto, Ont.
Seagrave, W. E., Walkerville, Ont.
Standard Automatic Fire Sprinkler Co., Limited, The, Montreal, Que.

Vogel, H. G., Co., Montreal, Que. (Adv. page 1097.)

Waterous Engine Works Co., Limited, Brantford, Ont. (Adv. page 889.)

1028 FIRE DEPARTMENT SUPPLIES.

Canadian Rubber Co. of Montreal, Limited, The, Montreal, Que. (Adv. Outside Back Cover.)

Garth Co., The, Montreal, Que.

Mitchell, The Robt., Co., Limited, Montreal, Que.

Seagrave, W. E., Walkerville, Ont.

Vogel, H. G., Co., Montreal, Que. (Adv. page 1097.)

Waterous Engine Works Co., Limited, Brantford, Ont. (Adv. page 889.)

Wilson & Cousins, Toronto, Ont.

1029 FIRE ESCAPES.

Canada Foundry Co., Limited, Toronto, Ont.

Canadian Ornamental Iron Co., Toronto, Ont. (Adv. page 1121.)

Dennis Wire & Iron Works Co., Limited, London, Ont. (Adv. page 1120.)

Hutchinson & Sticht, Montreal, Que.

McGregor & McIntyre, Limited, Toronto, Ont.

Meadows, The Geo. B., Toronto, Wire, Iron & Brass Works Co., Limited, Toronto, Ont. (Adv. page 1089.)

Parkin Elevator Co., Limited, The, Hespeler, Ont. (Adv. page 1101.)

Reid & Brown, Toronto, Ont.

Schmidt & Co., Winnipeg, Man.

Shipway Iron, Bell & Wire Mfg. Co., Limited, Toronto, Ont.

Watson, John & Son, of Montreal, Limited, Montreal, Que. (Adv. page 1137.)

Westminster Iron Works, New Westminster, B.C.

Whitefield, The John, Co., Toronto, Ont.

1030 FIREPROOFING, Metal.

Expanded Metal & Fireproofing Co., Limited, Toronto, Ont. (Adv. page 1105.)

Galt Art Metal Co., Limited, The, Galt, Ont.

Metallic Roofing Co., Limited, Toronto, Ont. (Adv. pages 1080 and 1081.)

1031 FIREPROOFING, Terra Cotta.

Don Valley Brick Works, Toronto, Ont.
Montreal Terra Cotta Lumber Co., The, Montreal, Que.

1032 FIREWORKS.

Hand, T. W., Firework Co., Limited, Hamilton, Ont.

Holland, The G. A., & Son Co., Montreal, Que.

1033 FISH, Boneless.

Atlantic Fish Companies, Limited, Montreal, Que.

1034 FISH, Dried, Salted and Pickled.

Atlantic Fish Companies, Limited, Montreal, Que.

B. C. Packers' Association, The, Vancouver, B.C.

Collas, The C. Robin, Co., Limited, Halifax, N.S.

Hart, Levi, & Son, Limited, Halifax, N.S.

Leonard Bros., Montreal, Que.

Prowse & Sons, Murray Harbor, P.E.I.

Silver, H. R., Limited, Halifax, N.S.

Smith, N. & M., Halifax, N.S.

Whitman, Arthur N., Halifax, N.S.

1035 FISH, Frozen.

Atlantic Fish Companies, Limited, Montreal, Que.

B. C. Packers' Association, The, Vancouver, B.C.

Leonard Bros., Montreal, Que.

1036 FISH (Salmon), Canned.

Anglo British Columbia Packing Co., Limited, Vancouver, B.C.

British Columbia Canning Co., Limited, Victoria, B.C.

B. C. Packers' Association, The, Vancouver, B.C.

Tyson, A. M., Vancouver, B.C.

1037 FISH, Smoked, Salted and Canned.

Atlantic Fish Companies, Limited, Montreal, Que.

B. C. Packers' Association, The, Vancouver, B.C.

Leonard Bros., Montreal, Que.

1038 FITTINGS, Automobile and Boat, Brass and Nickel.

Carriage Mountings Co., Limited, The, Niagara Falls, Ont.

Chadwick Bros., Hamilton, Ont.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)

Somerville, Limited, Toronto, Ont. (Adv. page 935.)

1039 FITTINGS, Bar.

Blonde Lumber & Mfg. Co., Limited, The, Chatham, Ont.

Brunswick-Balke-Collender Co., The, Toronto, Ont.

Gignac, Beland & Cie, Quebec, Que.

Hamilton Brass Mfg. Co., Limited, The, Hamilton, Ont.

Hanbury Mfg. Co., The, Brandon, Man.

Jones Bros. & Co., Limited, Toronto, Ont.

Murray, G. W., Co., Limited, Winnipeg, Man.

Paquet & Godbout, St. Hyacinthe, Que.

Piggott, J., & Sons, Chatham, Ont.

Walton, Geo., & Co., Belleville, Ont.

Winnipeg Paint & Glass Co., Limited, The, Winnipeg, Man.

1040 FITTINGS, Bathroom.

Canadian Wolverine Co., Limited, Chatham, Ont.

Carriage Mountings Co., Limited, Niagara Falls, Ont.

Garth Co., The, Montreal, Que.

Mitchell, The Robt., Co., Limited, Montreal, Que.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

Ontario Metal Novelty Mfg. Co., Limited, Toronto, Ont.

Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)

Toronto Brass Mfg. Co., Toronto, Ont.

1041 FITTINGS, Grey Iron.

Dominion Radiator Co., The, Toronto, Ont.

1042 FITTINGS, Metal (Bank, Store and Office).

Canada Wire Goods Mfg. Co., Hamilton, Ont. (Adv. page 1086.)

Canadian Ornamental Iron Co., Toronto, Ont. (Adv. page 1121.)

Chadwick Bros., Hamilton, Ont.

Clatworthy & Son, Toronto, Ont.

Dennis Wire & Iron Works Co., Limited, London, Ont. (Adv. page 1120.)

Eclipse Mfg. Co., Limited, The, Ottawa, Ont.

Garth Co., The, Montreal, Que.

Hutchinson & Sticht, Montreal, Que.

Meadows, The Geo. B., Toronto Wire, Iron & Brass Works Co., Limited, Toronto, Ont. (Adv. page 1089.)

Pritchard-Andrews Co., of Ottawa, Limited, Ottawa, Ont.

Schmidt & Co., Winnipeg, Man.

1043 FITTINGS, Pipe.

General Fire Extinguisher Co., Montreal, Que.

McAvity, T., & Sons, Limited, St. John N.B.

Ontario Malleable Iron Co., Limited, The, Oshawa, Ont.

Page-Hersey Iron, Tube & Lead Co., Limited, Toronto, Ont.

Toronto Foundry Co., Limited, Toronto, Ont.

1044 FITTINGS, Stable (Iron).

Dennis Wire & Iron Works Co., Limited, London, Ont. (Adv. page 1120.)

Metal Shingle & Siding Co., Limited, Preston, Ont. (Adv. page 1083.)

Richardson, C., & Co., St. Mary's Ont.

Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)
Warden King, Limited, Montreal, Que.

1045 FITTINGS, Steam, Gas and Water.

See Brass goods, plumbers' and Steamfitters'.

1046 FITTINGS, Wood (Bank, Store and Office).

Anglin, S., & Co., Kingston, Ont. (Adv. page 1097.)
Blonde Lumber & Mfg. Co., Limited, The, Chatham, Ont.
Berlin Interior Hardwood Co., Limited, The, Berlin, Ont.
Booth, The W., Lumber Co., Limited, Toronto, Ont.
Boake Mfg. Co., Limited, The, Toronto, Ont.
Bryan Mfg. Co., Limited, The, Collingwood, Ont.
Burton & Baldwin Mfg. Co., Limited, The, Hamilton, Ont.
Canadian Office & School Furniture Co., Limited, Preston, Ont. (Adv. page 1118.)
Castle & Son, Montreal, Que.
Christie Woodworking Co., Limited, The, St. John, N.B.
Clark, W. H., & Co., Limited, Edmonton, Alta.
Clemens, The H. A., Co., Limited, Guelph, Ont.
Cushing Bros. Co., Limited, Calgary, Alta.
Davidson, James, Ottawa, Ont.
Dempster, James, & Co., Halifax, N.S.
Dominion Office & Store Fitting Co., Limited, London, Ont.
Eclipse Mfg. Co., Limited, The, Ottawa, Ont.
Georgian Bay Shook Mills, Limited, Midland, Ont.
Gignac, Beland & Co., Quebec, Que.
Gignac, J. H., Limited, Quebec, Que.
Globe Furniture Co., Limited, The, Walkerville, Ont. (Adv. page 1117.)
Gold Medal Furniture Mfg. Co., Limited, Toronto, Ont.
Hadley, The S., Lumber Co., Limited, Chatham, Ont.
Hanbury Mfg. Co., The, Brandon, Man.
Harrison, John, & Sons Co., Limited, Owen Sound, Ont.
Itzweire & Sarrasin, Montreal, Que.
Jones Bros. & Co., Limited, Toronto, Ont.
Knight Bros. Co., Limited, The, Burk's Falls, Ont.
Kribs, W. A., Hespeler, Ont.
Laidlaw, R., Lumber Co., Limited, Toronto, Ont. (Adv. page 1114.)
Leigh, James, & Sons, Victoria, B.C.
Lemon, Gonnason & Co., Victoria, B.C.
Library Bureau of Canada, Limited, Ottawa, Ont.
McDiarmid & Clark, Brandon, Man.
Murray & Gregory, Limited, St. John, N.B.
Murray, G. W., Co., Limited, Winnipeg, Man.
Office Specialty Mfg. Co., Limited, Toronto, Ont.
Ornamental Wood, Limited, Toronto, Ont.
Paquet & Godbout, St. Hyacinthe, Que.
Patterson-Tilley Co., The, Hamilton, Ont.
Pauze, The U., & Fils Co., Montreal, Que.
Piggott, J., & Sons, Chatham, Ont.
Randall, G. H., & Co., Montreal, Que.
Rathbun Co., The, Deseronto, Ont.
Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091.)
Rogers, The Chas., & Sons Co., Limited, Toronto, Ont.
Rutherford, The Wm., & Sons Co., Montreal, Que. (Adv. page 1116.)
Scott, The J. C., Co., Limited, Toronto, Ont.
Scott, W. W., Co., Montreal, Que.
Smith, John B., & Sons, Limited, Toronto, Ont.
Spencer Bros. & Turner, Limited, Truro, N.S.
Stewart, Robert, Limited, Guelph, Ont.
Tait & Co., Toronto, Ont.

Toronto Junction Lumber Co., Limited, West Toronto, Ont.
Valley City Seating Co., Limited, The, Dundas, Ont.
Walker Bin & Store Fixture Co., Limited, The, Berlin, Ont.
Walton, Geo., & Co., Belleville, Ont.
Weiler Bros., Victoria, B.C.
Wilson Bros., Limited, Collingwood, Ont.

1047 FLAGS.

Bromley & Hague, Limited, Winnipeg, Man.
Copp, Clark Co., Limited, The, Toronto, Ont.
Edmonton Tent & Mattress Co., Limited, Edmonton, Alta.
Hand, T. W., Firework Co., Limited, Hamilton, Ont.
Hendry, The Geo. M., Co., Limited, Toronto, Ont.
Leckie, John, Limited, Toronto, Ont.
Merchants Awning Co., Limited, Montreal, Que.
Mortimore & Blackeby, Toronto, Ont.
Rideau Mfg. Co., The, Ottawa, Ont.
Sonne, Thos., Sr., Montreal, Que.
Turner, J. J., & Sons, Peterboro, Ont.
Woods, Limited, Ottawa, Ont.

1048 FLANNELS.

Bird Woollen Mill Co., Limited, Bracebridge, Ont.
Dontigny, Philip, Arnprior, Ont.
Magog Woollen Mills, Limited, Sherbrooke, Que.
Paris Wincey Mills Co., The, Paris, Ont. (Adv. page 1134.)
Penmans, Limited, Paris, Ont. (Adv. page 918.)
Thoburn, Wm., Almonte, Ont.
Willets, Limited, Chambly Canton, Que.
Wylie, James H., Limited, Almonte, Ont.

1049 FLANNELETTES.

Canadian Colored Cotton Mills Co., Limited, Montreal, Que. (Adv. page 914.)
Cornwall & York Cotton Mills Co., Limited, St. John, N.B.
Dominion Textile Co., Limited, Montreal, Que.
Morrice, The D., Co., Limited, Montreal, Que.

1050 FLATWARE, Plated.

McGlashan, Clarke Co., Limited, Niagara Falls, Ont.
Meriden Britannia Co., Limited, Hamilton, Ont. (Adv. page 1107.)
Ontario Silverware Co., Limited, Niagara Falls, Ont.
Rogers, The Wm., Mfg. Co., Niagara Falls, Ont. (Adv. page 1121.)
Standard Silver Co., Limited, Toronto, Ont.
Toronto Silver Plate Co., Limited, Toronto, Ont.

1051 FLATWARE, Sterling Silver.

Birks, Henry, & Sons, Limited, Montreal, Que.
Ellis, P. W., & Co., Limited, Toronto, Ont. (Adv. page 1121.)
Meriden Britannia Co., Hamilton, Ont. (Adv. page 1107.)
Roden Bros., Toronto, Ont.
Rogers, The Wm., Mfg. Co., Niagara Falls, Ont. (Adv. page 1121.)
Toronto Silver Plate Co., Limited, Toronto, Ont.

1052 FLAVORING EXTRACTS

See Extracts, Flavoring.

1053 FLAX AND FLAX MEAL.

Western Milling Co., Limited, Calgary, Alta.

1054 FLOATS.

Jennings, A., & Co., Montreal,

1055 FLOCK, Upholsterers' and Mattress Makers'.

Bauer, A., & Co., Waterloo, Ont.
Montreal Blanket Co., The, Montreal, Que.

1056 FLOORING, Malt Kiln.

Meadows, The Geo. B., Toronto
Wire, Iron & Brass Works Co., Limited, Toronto, Ont. (Adv. page 1089.)
Whitfield, The John, Co., Toronto, Ont.

1057 FLOORING, Marble Mosaic.

Hooper's Marble & Granite Co., Limited, Winnipeg, Man.
Luxfer Prism Co., Limited, Toronto, Ont.

1058 FLOORING, Matched Wood.

Anglin, S., & Co., Kingston, Ont. (Adv. page 1097.)
Blonde Lumber & Mfg. Co., Limited, The, Chatham, Ont.
Boake Mfg. Co., Limited, Toronto, Ont.
Booth, The W., Lumber Co., Limited, Toronto, Ont.
Brennen, The M., & Sons Mfg. Co., Hamilton, Ont.
Brunette Saw Mill Co., Limited, Sapperton, B.C.
Bryan Mfg. Co., Limited, The, Collingwood, Ont.
Canada Wood Specialty Co., Limited, The, Orillia, Ont.
Canadian Pacific Lumber Co., Limited, The, Port Moody, B.C.
Cargill, H., & Son, Cargill, Ont.
Chalifour, O., Quebec, Que.
Christie Woodworking Co., Limited, The, St. John, N.B.
Dempster, James, & Co., Halifax, N.S.
East Kootenay Lumber Co., Limited, Jaffray, B.C.
Eaton, J. R., & Sons, Orillia, Ont.
Empire Lumber Co., Limited, Toronto, Ont. (Adv. page 1116.)
Foster, Clement A., Haileybury, Ont.
Georgian Bay Shook Mills, Limited, Midland, Ont.
Gignac, J. H., Limited, Quebec, Que.
Gravel, The A., Lumber Co., Limited, Etchemin Bridge, Que.
Harrison, John, & Sons Co., Limited, Owen Sound, Ont.
Heaps, E. H., & Co., Vancouver, B.C.
Itzweire & Sarrasin, Montreal, Que.
Keenan Bros., Limited, Owen Sound, Ont.
Knight Bros. Co., Limited, The, Burk's Falls, Ont.
Laidlaw, R., Lumber Co., Limited, Toronto. (Adv. page 1114.)

Leigh, James, & Son, Victoria, B.C.
Londonderry Iron & Mining Co., Limited, Londonderry, N.S.
Metis Lumber Co., The, Price, Que.
Murray & Gregory, Limited, St. John, N.B.
Muskoka Wood Mfg. Co., Limited, The, Huntsville, Ont.
Paquet & Godbout, St. Hyacinthe, Que.
Parry Sound Lumber Co., Limited, The, Toronto, Ont. (Adv. page 1114.)
Pauze, The U., & Fils Co., Montreal, Que.
Rathbun Co., The, Deseronto, Ont.
Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091.)
Robinson-McKenzie Lumber Co., Limited, Cranbrook, B.C.
Rutherford, The Wm., & Sons Co., Montreal, Que. (Adv. page 1116.)
Seaman, Kent Co., Limited, The, Meaford, Ont.
Siemon Bros., Limited, Wiarton, Ont.
Spencer Bros. & Turner, Limited, Truro, N.S.
Sprague Lumber Co., Limited, Winnipeg, Man.
Standard Mills, Limited, The, Montreal, Que.
Sussex Mfg. Co., Limited, The, Sussex, N.S.
Walton, Geo., & Co., Belleville, Ont.
Wilson Bros., Limited, Collingwood, Ont.
Woodstock Lumber & Mfg. Co., Limited, The, Woodstock, Ont.

1059 FLOORING, Rubber.

Canadian Rubber Co., of Montreal, Limited, The, Montreal, Que. (Adv. Outside Back Cover.)
Gutta Percha & Rubber Mfg. Co., Limited, The, Toronto, Ont. (Adv. Inside Back Cover.)

1060 FLOUR, Buckwheat.

Brackman-Ker Milling Co., Limited, The, Victoria, B.C.
Elsworth, Edward, & Co., Hamilton, Ont.
McIntosh, P., & Son, Toronto, Ont.
McCann, Knox Milling Co., Limited, Toronto, Ont.
Quance Bros., Delhi, Ont.
Tillson Co., Limited, The, Tillsonburg, Ont.
White Swan Spices and Cereals, Limited, Toronto, Ont.

1061 FLOUR, Corn.

Campbell, The John, Co., Limited, St. Thomas, Ont.
Canada Starch Co., Limited, Brantford, Ont.
McIntosh, P., & Son, Toronto, Ont.
Quaker Oats Co., The, Peterboro, Ont.

1062 FLOUR, Gluten.

White Swan Spices and Cereals, Limited, Toronto, Ont.

1063 FLOUR, Graham.

Brackman-Ker Milling Co., Limited, The, Victoria, B.C.
Flavelle Milling Co., Limited, The, Lindsay, Ont.
Goldie, The James, Co., Limited, Guelph, Ont.
McCann, Knox Milling Co., Limited, Toronto, Ont.
McIntosh, P., & Son, Toronto, Ont.
Western Milling Co., Limited, Calgary, Alta.
White Swan Spices and Cereals, Limited, Toronto, Ont.

1064 FLOUR, Rye.

Brackman-Ker Milling Co., Limited, The, Victoria, B.C.
McCann, Knox Milling Co., Limited, Toronto, Ont.
Quance Bros., Delhi, Ont.

1065 FLOUR, Wheat.

Campbell Milling Co., Limited, The, West Toronto, Ont.
Campbell, The John, Co., Limited, St. Thomas, Ont.
Canada Flour Mills Co., Limited, Chatham, Ont.
Cargill, H., & Son, Cargill, Ont.
Columbia Flouring Mills Co., Limited, Enderby, B.C.
Dominion Millers' Association, Toronto, Ont.
Dow Cereal & Milling Co., The, Pilot Mound, Man.
Flavelle Milling Co., Limited, Lindsay, Ont.
Georgian Bay Milling & Power Co., Limited, Meaford, Ont.
Goldie, The James, Co., Limited, Guelph, Ont.
Goldie Milling Co., Limited, Ayr, Ont.
Hunt Bros., Limited, London, Ont.
Lake of the Woods Milling Co., Limited, Montreal, Que.
Leitch Bros., Oak Lake, Man.
McCulloch, Geo., & Sons, Souris, Man.
McDonald & Robb, Valleyfield, Que.
McIntosh, P., & Son, Toronto, Ont.
McLeod Milling Co., Limited, The, Stratford, Ont.
Merrickville Milling Co., Merrickville, Ont.
Noble, Robert, Estate of, Norval, Ont.
Ogilvie Flour Mills Co., Limited, The, Montreal, Que.
Pearce Co., Limited, The, Marmora, Ont.
Pfeffer Bros., Listowel, Ont.
Pincombe, R. M., Strathroy, Ont.
Qaker Oats Co., The, Peterborough, Ont.
Quance Bros., Delhi, Ont.
Ratz Brothers, Elmira, Ont.
Seaforth Milling Co., Seaforth, Ont.

Shaw, The Hedley, Milling Co., Limited, Toronto, Ont.
Taylor, The T. H. Co., Limited, Chatham, Ont.
Tillson Co., Limited, The, Tillsonburg, Ont.
Vick, Geo., & Sons, Orillia, Ont.
Western Canada Flour Mills Co., Limited, Toronto, Ont.
Western Milling Co., Limited, Calgary, Alta.
Wood Milling Co., Hamilton, Ont.

1066 FLOUR, Whole Wheat.
Brackman-Ker Milling Co., Limited, The, Victoria, B.O.
McDonald & Robb, Valleyfield, Que.
Western Milling Co., Limited, Calgary, Alta.
White Swan Spices & Cereals, Limited, Toronto, Ont.

1067 FLOWERS, Artificial.
Dominion Flower & Feather Mfg. Co., The, Montreal, Que.

1068 FLUIDS, Embalming.
Globe Casket Co., The, London, Ont.

1069 FLUMES, Water, Iron and Steel.
Corbet Foundry & Machine Co., Owen Sound, Ont.
Madison Williams Mfg. Co., Limited, The, Lindsay, Ont.

1070 FLY PAPER.
See Paper, Fly.

1071 FONTS, Church, Baptismal.
Valley City Seating Co., Limited, The, Dundas, Ont.

1072 FOOD, Animal, Stock and Poultry.
Cottam Bird Seed, London, Ont.
Harris Abattoir Co., Limited, The, Toronto, Ont.
International Stock Food Co., Toronto, Ont.
Wallaceburg Sugar Co., Limited, The, Wallaceburg, Ont.
White Swan Spices & Cereals, Limited, Toronto, Ont.

1073 FOODS, Bird.
Cottam Bird Seed, London, Ont.
Nicholson & Brock, Toronto, Ont.

1074 FOODS, Breakfast.
See Cereals.

1075 FORGES, Portable and Stationary.
Canada Foundry Co., Limited, Toronto, Ont.
Canadian Buffalo Forge Co., Limited, Montreal, Que.
London Foundry Co., Limited, The, London, Ont.
Sheldons, Limited, Galt, Ont. (Adv. page 1101).

1076 FORGINGS, Car.
Canada Car Co., Limited, Montreal, Que.
Canada Forge Co., Limited, Welland, Ont. (Adv. page 1129).
Crossen Car Mfg. Co., of Cobourg, Limited, The, Cobourg, Ont.
Dominion Car & Foundry Co., Limited, Montreal, Que. (Adv. page 837).
Hamilton Steel & Iron Co., Limited, The, Hamilton, Ont. (Adv. page 1124).
McNeil, Wm. P., & Co., New Glasgow, N.S.
Montreal Steel Works, Limited, Montreal, Que. (Adv. page 884).
Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091).

1077 FORGINGS, Drop.
Canadian Billings & Spencer, Limited, Welland, Ont. (Adv. page 1107).
Hamilton Steel & Iron Co., Limited, The, Hamilton, Ont. (Adv. page 1124).
McFarlane-Neill Mfg. Co., Limited, St. Mary's, N.B.
Toronto Bolt & Forging Co., Limited, Toronto, Ont. (Adv. page 1143).
Whitman & Barnes Mfg. Co., The, St. Catharines, Ont.

1078 FORGINGS, Iron.
Canada Forge Co., Limited, Welland, Ont. (Adv. page 1129).
Crossen Car Mfg. Co., of Cobourg, Limited, The, Cobourg, Ont.
Dominion Bridge Co., Limited, Montreal, Que. (Adv. page 1106).
Hall Engineering Works, The, Montreal, Que.
Hamilton Steel & Iron Co., Limited, The, Hamilton, Ont. (Adv. page 1124).
Hamman Steel Car & Engineering Works, Hamilton, Ont.
McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136).
Matheson, I., & Co., Limited, New Glasgow, N.S.
McNeil, Wm. P., & Co., New Glasgow, N.S.
Midland Engine Works Co., Midland, Ont.
Miller Bros. & Toms, Montreal, Que. (Adv. page 1134).
Montreal Steel Works, Limited, Montreal, Que. (Adv. page 884).
Norsworthy, C., & Co., St. Thomas, Ont.
Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091).
Watson, John, & Son, of Montreal, Limited, Montreal, Que. (Adv. page 1137).
White, R. C., Montreal, Que.

1079 FORGINGS, Steel.
Canada Forge Co., Limited, Welland, Ont. (Adv. page 1129).
Collingwood Shipbuilding Co., Limited, Collingwood, Ont.
Hamilton Steel & Iron Co., Limited, The, Hamilton, Ont. (Adv. page 1124).
Matheson, I., & Co., Limited, New Glasgow, N.S.
Miller Bros. & Toms, Montreal, Que. (Adv. page 1134).
Montreal Steel Works, Limited, Montreal, Que. (Adv. page 884).
Nova Scotia Steel & Coal Co., Limited, New Glasgow, N.S. (Adv. page 1125).

1080 FORKS, Hand.
Cameron, Dunn Mfg. Co., Limited, The, Strathroy, Ont.
Canada Axe & Harvest Tool Mfg. Co., Limited, St. Paul, Que.
Bedford Mfg. Co., The, Bedford, Que.
Welland Vale Mfg. Co., Limited, The, St. Catharines, Ont. (Adv. page 1099).

1081 FOUNDERS, Brass.
Booth Copper Co., Limited, The, Toronto, Ont.
Brass & Steel Goods, Limited, Belleville, Ont.
Canadian Brass Co., Limited, Galt, Ont.
Ohadwick Bros., Hamilton, Ont.
Coulter, Wm., & Sons, Toronto, Ont. (Adv. page 1132).
Cuthbert, W. R., & Co., Montreal, Que.
Empire Mfg. Co., Limited, The, London, Ont.
Garth Co., The, Montreal, Que.
Hahn Brass Co., Limited, The, New Hamburg, Ont.
Hamilton Brass Mfg. Co., Limited, Hamilton, Ont.
Hamilton, Wm., Co., Limited, Peterborough, Ont.
Hughes, J. W., & Son, Montreal, Que.
Jenking Brass Mfg. Co., Limited, Montreal, Que.
Keith & Fitzsimons Co., Toronto, Ont.
Kerr Engine Co., Limited, The, Walkerville, Ont. (Adv. page 891).
Lumen Bearing Co., West Toronto, Ont. (Adv. page 1111).
McAvity, T., & Sons, Limited, St. John, N.B.
Mitchell, The Robert, Co., Limited, Montreal, Que.
Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119).
Muskoka Foundry Co., Bracebridge, Ont.
National Hardware Co., Limited, Orillia, Ont.

New Burrell-Johnson Iron Co., Limited, The, Yarmouth, N.S.
Owen Sound Iron Works Co., Limited, The, Owen Sound, Ont.
Robertson, The James, Co., Limited, Montreal, Que.
Ross & Howard Iron Works Co., Limited, Vancouver, B.C.
Shaw & Mason, Limited, Sydney, N.S.
Skinner Co., Limited, The, Gananoque, Ont.
Tallman Brass & Metal Co., Hamilton, Ont. (Adv. page 1122).
Taylor-Forbes Co., Limited, Guelph, Ont.
Toronto Brass Mfg. Co., Toronto, Ont.
Wilson & Cousins, Toronto, Ont.
Windsor Foundry & Machine Co., Limited, Windsor, N.S.

1082 FOUNDERS, Iron.
See Castings, etc.

1083 FOUNDRY EQUIPMENT.
Goldschmidt-Thermit Co., Toronto, Ont.
Hamilton Facing Mill Co., Limited, Hamilton, Ont.
Sheldons, Limited, Galt, Ont.

1084 FOUNTAINS, Drinking.
Standard Ideal Co., Limited, The, Port Hope, Ont. (Adv. outside back cover).

1085 FOUNTAINS, Soda.
Chadwick Bros., Hamilton, Ont.
Fletcher Mfg. Co., Limited, Toronto, Ont.
McLaughlin, J. J., Limited, Toronto, Ont.
Macnab & Roberts, Limited, Winnipeg, Man.

1086 FRAMES, Furniture.
See Furniture.

1087 FRAMES, Hat, Wire.
Walker, E. C., & Sons, Toronto, Ont.

1088 FRAMES, Manhole.
See Castings, manhole.

1089 FRAMES, Picture.
See Mouldings, Picture.

1090 FRAMES, Spring Bed.
Canada Wood Specialty Co., Limited, The, Orillia, Ont.
Dominion Furniture Mfg. Co., Limited, The, Montreal, Que.

1091 FRAMES, STEEL, for Boat Hulls.
Selby & Youlden, Limited, Kingston, Ont.

1092 FRAMES, Window (Metal).
See Building Material, Sheet Metal; Windows, Fireproof.

1093 FRAMES, Window and Door (Wood).
See Mills, Planing.

1094 FREEZERS, Ice Cream.
Fletcher Mfg. Co., Limited, Toronto, Ont.
Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087).
Turner, John, & Son, Toronto, Ont.

1095 FRETWORK, Moorish.
Otterville Mfg. Co., Limited, Otterville, Ont.
Schultz Bros. Co., Limited, The, Brantford, Ont.

1096 FRICTION METAL.
See Metal, Babbit.

1097 FRIEZE.
See Cloth, Frieze.

1098 FRILLINGS, RUCHINGS AND VEILINGS.
Fairbairn, R. D., Co., Limited, Toronto, Ont.
Ladies' Wear, Limited, Toronto, Ont.
Rea, A. E., & Co., Limited, Toronto, Ont.
Reid, The A. T., Co., Limited, Toronto, Ont.

1099 FROGS, Railway.
Canadian Ramapo Iron Works, Limited, Niagara Falls, Ont. (Adv. page 910).
Manitoba Bridge & Iron Works, Limited, The, Winnipeg, Man.
Matheson, I., & Co., Limited, New Glasgow, N.S.
Montreal Steel Works, Limited, Montreal, Que. (Adv. page 884).
Vulcan Iron Works, Limited, The, Winnipeg, Man.

1100 FRUIT, Canned.
Bloomfield Packing Co., Limited, Bloomfield, Ont.
Burlington Canning Co., Limited, The, Burlington, Ont.
Canadian Cannery, Limited, Hamilton, Ont. (Adv. page 1111).
Essex Canning & Preserving Co., Limited, Essex, Ont.
Kootenay Jam Co., Limited, The, Nelson, Ont.
Old Homestead Canning Co., The, Picton, Ont.
Oshawa Canning Co., Limited, The, Oshawa, Ont.
Robinson, O. E., & Co., Ingersoll, Ont.
Smith, E. D., Winona, Ont.
Sugars & Cannery, Limited, Montreal, Que.
Wagstaffe, Limited, Hamilton, Ont.
Wetley, J. H., Limited, St. Catharines, Ont.

1101 FRUIT, Evaporated.
Biggs Fruit & Produce Co., Limited, Burlington, Ont.
Port Dover Evaporating Co., The, Port Dover, Ont.
Robinson, O. E., & Co., Ingersoll, Ont.

1102 FRUITS, Fresh.
Biggs Fruit & Produce Co., Limited, Burlington, Ont.
Burlington Canning Co., Limited, Burlington, Ont.
Niles, W. P., Wellington, Ont. (Adv. page 1133).
Robinson, O. E., & Co., Ingersoll, Ont.
Smith, E. D., Winona, Ont.

1103 FULLING MILLS.
Karch, H. W., Hespeler, Ont.

1104 FUNNELS, Ship.
Canada Foundry Co., Limited, Toronto, Ont.
Polson Iron Works, Limited, Toronto, Ont. (Adv. page 1128).

1105 FURNACES, Automatic, Smokeless.
Murphy Iron Works, Toronto, Ont.

1106 FURNACES, Candy.
Fletcher Mfg. Co., Limited, Toronto, Ont.
Gardner, Robt., & Son, Limited, Montreal, Que. (Adv. page 896).

1107 FURNACES, Cupola Blast.
Hamilton Bridge Works Co., Limited, The, Hamilton, Ont. (Adv. page 883).
Matheson, I., & Co., Limited, New Glasgow, N.S.

1109 FURNACES, Hot Air.
Amherst Foundry Co., Limited, Amherst, N.S.
Brandon Machine Works Co., Limited, Brandon, Man.
Buck, The Wm., Stove Co., Limited, Brantford, Ont.
Burrow, Stewart & Milne Co., Limited, The, Hamilton, Ont. (Adv. page 1138).
Butterworth Foundry, Limited, Ottawa, Ont.
Clare Bros. & Co., Limited, Preston, Ont.
Copp, W. J., Son & Co., Fort William, Ont.
Doherty Mfg. Co., Limited, Sarnia, Ont.
Emerson & Fisher, Limited, St. John, N.B.
Guelph Stove Co., Limited, Guelph, Ont.
Gurney Foundry Co., Limited, The, Toronto, Ont.
Gurney, Tilden Co., Limited, The, Hamilton, Ont. (Adv. page 912).

Hall, Zryd, Foundry Co., Limited, The, Grimsby, Ont.
 McClary Mfg. Co., The, London, Ont. (Adv. page 913).
 Pease Foundry Co., Limited, Toronto, Ont.
 Pease-Waldon Co., Limited, Winnipeg, Man.
 Shantz, I. E., & Co., Berlin, Ont.
 Shaw & Mason, Limited, Sydney, N.S.
 Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138).
 Star Iron Co., Limited, Montreal, Que.
 Stewart, The James, Mfg. Co., Limited, Woodstock, Ont.
 Tilden, Gurney & Co., Limited, Winnipeg, Man.
 Toronto Furnace & Crematory Co., Limited, Toronto, Ont.
 Western Foundry Co., Limited, The, Wingham, Ont.
 Wheeler & Bain, Toronto, Ont.
 Windsor Foundry & Machine Co., Limited, Windsor, N.S.

1110 FURNACES, Smelting.

Alexander Fleck, Limited, Ottawa, Ont.
 Canada Foundry Co., Limited, Toronto, Ont.
 Jenckes Machine Co., Limited, The, Sherbrooke, Que.
 Matheson, I. & Co., Limited, New Glasgow, N.S.

1111 FURNITURE, Art.

Gendron Mfg. Co., Limited, The, Toronto, Ont. (Adv. page 1118).
 Hurdall Novelty Furniture Co., Limited, Orangeville, Ont.
 Rogers, The Chas., & Sons Co., Limited, Toronto, Ont.
 Scott, W. W., Co., Montreal, Que.

1112 FURNITURE, Bedroom.

Beach Furniture Co., Cornwall, Ont.
 Berlin Furniture Co., Limited, The, Berlin, Ont.
 Coombe & Watson, Kincardine, Ont.
 Crown Furniture Co., Limited, The, Preston, Ont.
 Dominion Furniture Mfg. Co., Limited, The, Montreal, Que.
 Giffard Furniture Co. of Napanee, Limited, The, Napanee, Ont.
 Hespeler Furniture Co., Limited, The, Hespeler, Ont.
 Kensington Furniture Co., Limited, The, Goderich, Ont.
 Knechtel Furniture Co., Limited, The, Hanover, Ont.
 Krug Bros. & Co., Chesley, Ont.
 Lippert Furniture Co., Limited, Berlin, Ont.
 Listowel Furniture Co., Limited, The, Listowel, Ont.
 Malcolm, The Andrew, Furniture Co., Limited, Kincardine, Ont.
 Malcolm & Souter Furniture Co., Limited, Hamilton, Ont.
 Meaford Mfg. Co., Limited, The, Meaford, Ont.
 Mundell, John C., & Co., Elora, Ont.
 North American Bent Chair Co., Limited, The, Owen Sound, Ont. (Adv. page 1117).
 Oliver, J., & Sons, Limited, Ottawa, Ont.
 Rogers, The Chas., & Sons Co., Limited, Toronto, Ont.
 Scott, W. W., Co., Montreal, Que.
 St. Lawrence Furniture Co., The, Fraserville, Que.
 Stratford Chair Co., Limited, The, Stratford, Ont.
 Toronto Furniture Co., Limited, The, Toronto, Ont.
 Valley City Seating Co., Limited, The, Dundas, Ont.
 Victoriaville Furniture Co., The, Victoriaville, Que.
 Weiler Bros., Victoria, B.C.
 Windsor Furniture Co., Limited, Windsor, N.S.
 World Furnishing Co., Limited, The, Orillia, Ont.

1113 FURNITURE, Camp.

Peterboro Canoe Co., Limited, The, Peterboro, Ont.

1114 FURNITURE, Church.

Berlin Interior Hardwood Co., Limited, The, Berlin, Ont.

Canadian Office & School Furniture Co., Limited, The, Preston, Ont. (Adv. page 1118).
 Globe Furniture Co., Limited, The, Walkerville, Ont. (Adv. page 1117).
 Krug Bros. & Co., Chesley, Ont.
 Paquet & Godbout, St. Hyacinthe, Que.
 Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091).
 Scott, W. W., Co., Montreal, Que.
 Snider, J. B., Waterloo, Ont.
 Valley City Seating Co., Limited, The, Dundas, Ont.

1115 FURNITURE, Household.

Baetz Bros. & Co., Berlin, Ont.
 Baird Bros., Plattsville, Ont.
 Berlin Furniture Co., Limited, The, Berlin, Ont.
 Brander, Morris & Co., Halifax, N.S.
 Campbell, The Manson, Co., Limited, Chatham, Ont. (Adv. page 1128).
 Canada Furniture Manufacturers, Limited, Woodstock, Ont.
 Dominion Furniture Mfg. Co., Limited, The, Montreal, Que.
 Giffard Furniture Co., of Napanee, Limited, The, Napanee, Ont.
 Hay & Co., Woodstock, Ont.
 Hespeler Furniture Co., Limited, Hespeler, Ont.
 Hibner, The D., Furniture Co., Limited, Berlin, Ont.
 Kensington Furniture Co., Limited, The, Goderich, Ont.
 Knechtel Furniture Co., Limited, The, Hanover, Ont.
 Krug Bros. & Co., Chesley, Ont.
 Krug, The H., Furniture Co., Limited, Berlin, Ont.
 Listowel Furniture Co., Limited, The, Listowel, Ont.
 Lucknow Furniture Co., The, Lucknow, Ont.
 McGill Chair Co., Limited, Cornwall, Ont.
 McLagan, The George, Furniture Co., Limited, Stratford, Ont.
 Malcolm, The Andrew, Furniture Co., Limited, Kincardine, Ont.
 Malcolm & Souter Furniture Co., Limited, Hamilton, Ont.
 Meaford Mfg. Co., Limited, The, Meaford, Ont.
 Mundell, John C., & Co., Elora, Ont.
 North American Bent Chair Co., Limited, The, Owen Sound, Ont. (Adv. page 1117).
 Oliver, J., & Sons, Limited, Ottawa, Ont.
 Paquet & Godbout, St. Hyacinthe, Que.
 Rogers, The Chas., & Sons Co., Limited, Toronto, Ont.
 Scott, W. W., Co., Montreal, Que.
 Strathroy Furniture Co., Limited, The, Strathroy, Ont.
 Stratford Chair Co., Limited, Stratford, Ont.
 Toronto Furniture Co., Limited, The, Toronto, Ont.
 Valiquette, N. G., Limited, Montreal, Que.
 Victoriaville Furniture Company, The, Victoriaville, Que.
 Waterloo Furniture Co., Limited, The, Waterloo, Ont.
 Weiler Bros., Victoria, B.C.
 World Furnishing Co., Limited, The, Orillia, Ont.
 Wunder Furniture Co., Limited, Berlin, Ont.

1116 FURNITURE, Metallic, for Vaults, etc.

Eclipse Mfg. Co., Limited, The, Ottawa, Ont.
 Office Specialty Mfg. Co., Limited, The, Toronto, Ont.

1117 FURNITURE, Mission.

Mundell, John C., & Co., Elora, Ont.
 Snyder Bros., Upholstering Co., Limited, Waterloo, Ont.
 Waterloo Furniture Co., Limited, Waterloo, Ont.

1118 FURNITURE, Office.

Baird Bros., Plattsville, Ont.
 Berlin Interior Hardwood Co., Limited, The, Berlin, Ont.

Canada Furniture Mfrs., Limited, Woodstock, Ont.
 Canadian Office & School Furniture Co., Limited, The, Preston, Ont. (Adv. page 1118).
 Coombe & Watson, Kincardine, Ont.
 Eclipse Mfg. Co., Limited, The, Ottawa, Ont.
 Globe-Wernicke Co., Limited, The, Stratford, Ont.
 Krug, The H., Furniture Co., Limited, Berlin, Ont.
 Library Bureau of Canada, Limited, Ottawa, Ont.
 Mundell, John C., & Co., Elora, Ont.
 North American Bent Chair Co., Limited, The, Owen Sound, Ont. (Adv. page 1117).
 Office Specialty Mfg. Co., Limited, Toronto, Ont.
 Paquet & Godbout, St. Hyacinthe, Que.
 Preston Furniture Co., Limited, Preston, Ont.
 Rogers, The Chas., & Sons Co., Limited, Toronto, Ont.
 Scott, W. W., Co., Montreal, Que.
 Snider, J. B., Waterloo, Ont.
 Valiquette, N. G., Limited, Montreal, Que.
 Weiler Bros., Victoria, B.C.

1119 FURNITURE, Parlor.

Baetz Bros. & Co., Berlin, Ont.
 Dymond, The W. P., Co., Limited, Strathroy, Ont.
 Ellis Furniture Co., The, Ingersoll, Ont.
 Gold Medal Furniture Mfg. Co., The, Toronto, Ont.
 Hespeler Furniture Co., Limited, The, Hespeler, Ont.
 Hibner, The D., Furniture Co., Limited, Berlin, Ont.
 Knechtel Furniture Co., Limited, The, Hanover, Ont.
 Krug Bros. & Co., Chesley, Ont.
 Krug, The H., Furniture Co., Limited, Berlin, Ont.
 Lippert Furniture Co., Limited, Berlin, Ont.
 Malcolm & Souter Furniture Co., Limited, Hamilton, Ont.
 Morlock & Cline, Limited, Guelph, Ont.
 Mundell, John C., & Co., Elora, Ont.
 North American Bent Chair Co., Limited, The, Owen Sound, Ont. (Adv. page 1117).
 Rogers, The Chas., & Sons Co., Limited, Toronto, Ont.
 Schierholtz Furniture Co., Limited, The, New Hamburg, Ont.
 Scott, W. W., Co., Montreal, Que.
 Snyder Bros. Upholstering Co., Limited, Waterloo, Ont.
 Tombyll Upholstering & Frame Mfg. Co., Limited, The, Montreal, Que.
 Valiquette, N. G., Limited, Montreal, Que.
 Waterloo Furniture Co., Limited, The, Waterloo, Ont.
 Weiler Bros., Victoria, B.C.
 Wunder Furniture Mfg. Co., Limited, Berlin, Ont.

1120 FURNITURE, Reed and Rattan.

Canada Furniture Mfrs., Limited, Woodstock, Ont.
 Gendron Mfg. Co., Limited, The, Toronto, Ont. (Adv. page 1118).
 Imperial Rattan Co., Limited, Walkerville, Ont. (Adv. page 1116).
 Smith, J. E., & Co., Windsor, N.S.

1121 FURNITURE, Sanitary.

See Seats, Closet.

1122 FURNITURE, School and Lodge Room.

Canadian Office & School Furniture Co., Limited, The, Preston, Ont. (Adv. page 1118).
 Globe Furniture Co., Limited, The, Walkerville, Ont. (Adv. page 1117).
 Krug Bros. & Co., Chesley, Ont.
 North American Bent Chair Co., Limited, The, Owen Sound, Ont. (Adv. page 1117).

Paquet & Godbout, St. Hyacinthe, Que.
 Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091).
 Scott, W. W., Co., Montreal, Que.
 Smart, The, James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138).
 Snider, J. B., Waterloo, Ont.
 Valley City Seating Co., Limited, The, Dundas, Ont.
 Vilas, W. F., Cowansville, Que.

1123 FURNITURE, Upholstered.

B. C. Bedding & Upholstery Co., Limited, Vancouver, B.C.
 Castle & Son, Montreal, Que.
 Dymond, The W. P., Co., Limited, Strathroy, Ont.
 Eaton, The T., Co., Limited, Toronto, Ont.
 Ellis Furniture Co., The, Ingersoll, Ont.
 Gold Medal Furniture Mfg. Co., Limited, Toronto, Ont.
 Hurdall Novelty Furniture Co., Limited, Orangeville, Ont.
 Leslie, John, Furniture Co., Winnipeg, Man.
 Lippert Furniture Co., Limited, Berlin, Ont.
 Morlock & Cline, Limited, Guelph, Ont.
 Mundell, John C., & Co., Elora, Ont.
 Rideau Mfg. Co., The, Ottawa, Ont.
 Schierholtz Furniture Co., Limited, The, New Hamburg, Ont.
 Snyder Bros. Upholstering Co., Limited, Waterloo, Ont.
 Tombyll Upholstering & Frame Mfg. Co., Limited, The, Montreal, Que.
 Valiquette, N. G., Limited, Montreal, Que.
 Waterloo Furniture Co., Limited, The, Waterloo, Ont.
 Wilder, H. A., & Co., Montreal, Que.

1124 FURS.

Allan, A. A., & Co., Toronto, Ont.
 Barrie, Thos., & Co., Peterboro, Ont.
 Berlin Robe & Clothing Co., Limited, Berlin, Ont.
 Boulter, Waugh & Co., Limited, Montreal, Que.
 Bourdeau, J., & Son, Montreal, Que.
 Brereton & Manning, Toronto, Ont.
 Carter, E. T., & Co., Toronto, Ont.
 Dechene & Poulin, Quebec, Que.
 Dunlap Cooke Co. of Canada, Limited, The, Amherst, N.S.
 Eaton, The T., Co., Limited, Toronto, Ont.
 Excelsior Fur Dressing & Dyeing Works, Montreal, Que.
 Fairweathers, Limited, Toronto, Ont.
 Glasco, G. F., & Co., Hamilton, Ont.
 Hammond, W. J., Winnipeg, Man.
 Holt, Renfrew & Co., Quebec, Que.
 Laliberte, J. B., Quebec, Que.
 Orr, Wm. E., & Co., Toronto, Ont.
 Paquet Co., Limited, The, Quebec, Que.
 Peck, John W., & Co., Limited, Montreal, Que.
 Sellers-Gough Fur Co., Limited, Toronto, Ont.
 Schnauffer, F., Montreal, Que. (Adv. page 1092).
 Simpson, The Robert, Co., Limited, Toronto, Ont.
 Swift, Copland & Co., Limited, Montreal, Que.
 Waldron, Drouin Co., Limited, The, Montreal, Que.
 Winnipeg Fur Co., Limited, The, Winnipeg, Man.

1125 FUSES, Electric.

Canada Metal Co., Limited, The, Toronto, Ont. (Adv. page 1122).
 Canadian Westinghouse Co., Limited, Hamilton, Ont.
 Dominion Electrical Works, Limited, Halifax, N.S.
 Hamilton Powder Co., Montreal, Que.
 Pringle, The R. E. T., Co., Limited, Montreal, Que.

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1126 GALLOONS.

Cascade Narrow Fabric Co., Coaticook, Que.
White-Allan Co., of Toronto, Limited, The, Toronto, Ont.

1127 GALVANIZERS.

Canada Metal Co., Limited, The, Toronto, Ont. (Adv. page 1123.)
Canada Foundry Co., Limited, Toronto, Ont.
Davidson, The Thos., Mfg. Co., Limited, Montreal, Que. (Adv. page 1130.)
Goold, Shapley & Muir Co., Limited, Brantford, Ont. (Adv. page 892.)
Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)
McClary Mfg. Co., London, Ont. (Adv. page 913.)
Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884.)
Ontario Wind Engine & Pump Co., Limited, Toronto, Ont. (Adv. page 1096.)

1128 GAME BOARDS.

Canada Spool and Bobbin Co., Limited, Walkerton, Ont.
Hord & Co., Limited, London, Ont.
Taylor, Scott & Co., Toronto, Ont.

1129 GAMES.

Copp, Clark Co., Limited, The, Toronto, Ont.
Taylor, Scott & Co., Toronto, Ont.

1130 GARMENTS, Eiderdown.

Galt Knitting Co., Limited, Galt, Ont. (Adv. page 918.)

1131 GARMENTS, FUR LINED.

See Furs.

1132 GARTERS.

Berlin Suspender & Button Co., Limited, The, Berlin, Ont.
Hall, The James, Co., Brockville, Ont.

1133 GAS, Acetylene.

Bradford Gas Co., Limited, Toronto, Ont.

1134 GAS, CARBONIC Acid.

Canadian Carbonate Co., Cote St. Paul, Montreal, Que.

1135 GAS FIXTURES.

Bennett & Wright Co., Limited, The, Toronto, Ont.
Farquhar Bros., Halifax, N.S.
Garth Co., The, Montreal, Que.
Jenking Brass Mfg. Co., Limited, Montreal, Que.
Keith & Fitzsimons Co., Limited, The, Toronto, Ont.
McGuire, W. J., Limited, Toronto, Ont.
Mitchell, The Robert Co., Limited, Montreal, Que.
Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
Munderloh & Co., Montreal, Que.
Standard Brass Mfg. Co., Limited, Windsor, Ont.

1136 GASKETS.

Canadian Asbestos Co., Montreal, Que.
Garlock Packing Co., The, Hamilton, Ont.
Hamilton Engine Packing Co., Hamilton, Ont.
Wing, J. T., & Co., Windsor, Ont.

1137 GASKETS, Rubber.

Canadian Rubber Co. of Montreal, Limited, The, Montreal, Que. (Adv. Outside Back Cover.)
Dunlop Tire & Rubber Goods Co., Limited, Toronto, Ont. (Adv. page 1145.)
Durham Rubber Co., Limited, The, Bowmanville, Ont. (Adv. page 1094.)
Gutta Percha & Rubber Mfg. Co., Limited, The, Toronto, Ont. (Adv. Inside Back Cover.)

1138 GASOLINE.

British-American Oil Co., Limited, The, Toronto, Ont.
Canadian Oil Companies, Limited, Toronto, Ont.
Crown Oil Refining Co., Limited, Hamilton, Ont.
Imperial Oil Co., Limited, The, Montreal, Que.
McColl Bros. & Co., Toronto, Ont.
Queen City Oil Co., Limited, The, Toronto, Ont. (Adv. page 1134.)

1139 GATES, Steel.

Frost Wire Fence Co., Limited, Hamilton, Ont.
Owen Sound Wire Fence Co., Limited, Owen Sound, Ont.

1140 GATES, Street and Railway.

Dominion Wire Mfg. Co., Limited, Montreal, Que.
London Fence Machine Co., Limited, London, Ont.
McGregor Banwell Fence Co., Limited, The, Walkerville, Ont. (Adv. page 1120.)
Manitoba Anchor Wire Fence Co., Limited, The, Winnipeg, Man.
Piper, The Hiram L., Co., Limited, Montreal, Que.
Piper, The N. L., Railway Supply Co., Limited, Toronto, Ont.

1141 GATES, Wrought Iron and Wire.

Anthony Wire Fence Co., Limited, The, Walkerville, Ont.
Banwell Hoxie Wire Fence Co., Limited, The, Hamilton, Ont.
Canada Foundry Co., Limited, Toronto, Ont.
Dennis Wire & Iron Works Co., Limited, London, Ont. (Adv. page 1120.)
Frame and Hay Fence Co., Limited, The, Stratford, Ont.
Frost Wire Fence Co., Limited, Hamilton, Ont.
Great West Wire Fence Co., Limited, The, Winnipeg, Man.
London Fence Machine Co., Limited, London, Ont.
McGregor Banwell Fence Co., Limited, The, Walkerville, Ont. (Adv. page 1120.)
Manitoba Anchor Wire Fence Co., Limited, The, Winnipeg, Man.
Meadows, The Geo. B., Toronto Wire, Iron & Brass Works Co., Limited, Toronto, Ont. (Adv. page 1089.)
New Brunswick Wire Fence Co., Limited, The, Moncton, N.B.
Owen Sound Wire Fence Co., Limited, Owen Sound, Ont.
Page Wire Fence Co., Limited, The, Walkerville, Ont. (Adv. page 1079.)
Shipway Iron, Bell & Wire Mfg. Co., Limited, Toronto, Ont.
Western Iron Works, Limited, Winnipeg, Man. (Adv. page 1128.)
Westminster Iron Works, New Westminster, B.C.

1142 GAUGES, Ammonia, and Blast Pressure.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1118.)

1143 GAUGES, Railway Track.

Montreal Steel Works, Limited, Montreal, Que. (Adv. page 884.)

1144 GAUGES, Test.

Sutherland Rifle Sight Co., Limited, The, New Glasgow, N.S. (Adv. page 1090.)

1145 GAUGES, Vacuum, Water and Steam.

Babcock & Wilcox, Limited, Montreal, Que. (Adv. page 890.)
Garth Co., The, Deseronto, Ont.
Mitchell, The Robert, Co., Limited, Montreal, Que.
Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
Penberthy Injector Co., Limited, Windsor, Ont.

1146 GEARING, Cast Iron.

Augustin & Daudelin, St. Hyacinthe, Que.
Barber, Chas., & Sons, Meaford, Ont.
Calgary Iron Works, Limited, Calgary, Alta.
Dodge Mfg. Co., of Toronto, Limited, Toronto, Ont. (Adv. page 903.)
Fleck, Alexander, Limited, Ottawa, Ont.
Goldie & McCulloch Co., Limited, The, Galt, Ont. (Adv. page 885.)
Hamilton, Wm., Co., Limited, Peterborough, Ont.
Jenckes Machine Co., Limited, The, Sherbrooke, Que.
Long, The E., Mfg. Co., Limited, Orillia, Ont.
Matheson, I., & Co., Limited, New Glasgow, N.S.
Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)
Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)

1147 GEARING, Machine Cut and Dressed.

Augustin & Daudelin, St. Hyacinthe, Que.
Ballantine, John, & Co., Limited, Preston, Ont.
Barber, Chas., & Sons, Meaford, Ont.
Bell, B., & Son Co., Limited, St. George, Ont.
Calgary Iron Works, Limited, Calgary, Alta.
Canada Foundry Co., Limited, Toronto, Ont.
Dodge Mfg. Co. of Toronto, Limited, Toronto, Ont. (Adv. page 903.)
Drolet, F. X., Quebec, Que.
Fleck, Alexander, Limited, Ottawa, Ont.
Gardner, Robt., & Son, Limited, Montreal, Que. (Adv. page 896.)
Goldie & McCulloch Co., Limited, The, Galt, Ont. (Adv. page 885.)
Jenckes Machine Co., Limited, The, Sherbrooke, Que.
Kennedy, The Wm., & Sons, Limited, Owen Sound, Ont.
McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1138.)
Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)
Oxford Foundry & Machine Co., Oxford, N.S.
Schofield-Holden Machine Co., Limited, Toronto, Ont.
Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)
Stevens Co., of Galt, Limited, The, Galt, Ont.

1148 GEARS, Steamboat and Vessel (Steering).

Letson & Burpee, Limited, Vancouver, B.C.
Ross & Howard Iron Works Co., Limited, Vancouver, B.C.
Selby & Youlden, Limited, Kingston, Ont.

1149 GEARS, Wagon and Carriage.

Armstrong, The J. B., Mfg. Co., Limited, Guelph, Ont.
Conboy Carriage Co., Limited, The, Toronto, Ont.
Granby Carriage Co., The, Granby, Que.
Guelph Carriage Top Co., Guelph, Ont.
Hore, F. W., & Son, Limited, Hamilton, Ont.
McLaughlin Carriage Co., Limited, Oshawa, Ont.

1150 GELATINE.

Canada Glue Co., Limited, Brantford, Ont.
Marquis, F. Canac, Quebec, Que.
McLarens, Limited, Hamilton, Ont.
Ontario Powder Co., Limited, Kingston, Ont.

1151 GENERATORS, Acetylene Gas.

Commercial Acetylene Co., Toronto, Ont.
Keith & Fitzsimons Co., Limited, The, Toronto, Ont.
Piper, The Hiram L., Co., Limited, Montreal, Que.
Shawinigan Carbide Co., Limited, The, Montreal, Que.

1152 GENERATORS, Electric.

Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902.)
Canadian General Electric Co., Limited, Toronto, Ont.
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Consolidated Electric Co., Limited, Toronto, Ont.
Eastman Machine Co., Limited, The, Toronto, Ont.
Hinton Electric Co., Limited, The, Vancouver, B.C.

1154 GIN.

Boivin, Wilson & Co., Montreal, Que.
Hirsch, J., & Sons, Limited, Montreal, Que.

1155 GIRDERS, Iron and Steel

Canada Foundry Co., Limited, Toronto, Ont.
Canadian Bridge Co., Limited, The, Walkerville, Ont. (Adv. page 1106.)
Dominion Bridge Co., Limited, Montreal, Que. (Adv. page 1106.)
Hamilton Bridge Works Co., Limited, The, Hamilton, Ont. (Adv. page 883.)
McGregor & McIntyre, Limited, Toronto, Ont.
Stratford Bridge & Iron Works Co., Stratford, Ont.

1156 GIRDLES, Fancy (Wool, Cotton, Etc.)

Peters, J. Henry, Co., Toronto, Ont.
Textile Trimmings Co., The, Toronto, Ont.

1157 GLASS, Art and Prismatic.

Consolidated Plate Glass Co., Limited, The, Toronto, Ont.
Hobbs Mfg. Co., Limited, The, London, Ont.
Luxfer Prism Co., Limited, Toronto, Ont.
Maritime Art Glass Works, Limited, St. John, N.B.
Pilkington Bros., Limited, Montreal, Que.
Reardon, Frank, Halifax, N.S.
Roche, David, Halifax, N.S.
Toronto Plate Glass Importing Co., Limited, The, Toronto, Ont.

1158 GLASS, Bevelled and Silvered.

Dominion Stained Glass Co., Toronto, Ont.
Maritime Art Glass Works, Limited, St. John, N.B.
Phillips Mfg. Co., Limited, Toronto, Ont.
Pilkington Bros., Limited, Montreal, Que.
Sharpe, C. A., Montreal, Que.
Toronto Plate Glass Importing Co., Limited, The, Toronto, Ont.
Winnipeg Paint & Glass Co., Limited, The, Winnipeg, Man.

1159 GLASS, Bevelled and Stained.

Dominion Stained Glass Co., Toronto, Ont.
Maritime Art Glass Works, Limited, St. John, N.B.
Pilkington Bros., Limited, Montreal, Que.
Queen City Plate Glass & Mirror Co., Limited, The, Toronto, Ont.
Ramsay, A. Frank, & Co., Montreal, Que.
Toronto Plate Glass Importing Co., Limited, The, Toronto, Ont.

1160 GLASS, Chipped (Ornamental and Plain).

Dominion Stained Glass Co., Toronto, Ont.
Hobbs Mfg. Co., Limited, The, London, Ont.

Pilkington Bros., Limited, Montreal, Que.
 Queen City Plate Glass & Mirror Co., Limited, The, Toronto, Ont.
 Winnipeg Paint & Glass Co., Limited, The, Winnipeg, Man.

1161 GLASS, Fireproof.
 See Building Material, sheet metal.

1162 GLASS, Ground.
 Hobbs Mfg. Co., Limited, The, London, Ont.
 Pilkington Bros., Limited, Montreal, Que.

1163 GLASS, Leaded.
 Castle & Son, Montreal, Que.
 Hobbs Mfg. Co., Limited, The, London, Ont.
 Pilkington Bros., Limited, Montreal, Que.
 Queen City Plate Glass & Mirror Co., Limited, The, Toronto, Ont.
 Ramsay, A. Frank, & Co., Montreal, Que.
 Roche, David, Halifax, N.S.
 Winnipeg Paint & Glass Co., Limited, The, Winnipeg, Man.

1164 GLASS, Sand Cut, Enamelled and Embossed.
 Dominion Stained Glass Co., Toronto, Ont.
 Hobbs Mfg. Co., Limited, The, London, Ont.
 Maritime Art Glass Works, Limited, St. John, N.B.
 Pilkington Bros., Limited, Montreal, Que.
 Queen City Plate Glass & Mirror Co., Limited, The, Toronto, Ont.
 Winnipeg Paint & Glass Co., Limited, The, Winnipeg, Man.

1165 GLASSWARE, Cut.
 Gowans, Kent & Co., Limited, Toronto, Ont.
 Gundy-Clapperton Co., Limited, Toronto, Ont.
 Roden Bros., Toronto, Ont.

1166 GLASSWARE, Flint, Amber and Green.
 Diamond Flint Glass Co., Limited, Montreal, Que.
 Sydenham Glass Co., Limited, The, Wallaceburg, Ont.

1167 GLOBES, Lantern.
 Diamond Flint Glass Co., Limited, Montreal, Que.
 Sydenham Glass Co. of Wallaceburg, Limited, The, Wallaceburg, Ont.

1168 GLOBES, School.
 Hendry, The Geo. M., Co., Limited, Toronto, Ont.

1169 GLOVES, Asbestos.
 Canadian Asbestos Co., Montreal, Que.

1170 GLOVES, Canvas, Leather Faced.
 Storey, W. H., & Sons, Limited, Acton, Ont.

1171 GLOVES, Fur.
 Berlin Glove and Gauntlet Co., Berlin, Ont.
 Brereton & Manning, Toronto, Ont.
 Paquet Co., Limited, The, Quebec, Que.

1172 GLOVES, Leather and Kid.

Clarke, A. R., & Co., Limited, Toronto, Ont.
 Galibert, F., Montreal, Que.
 Hall, The James Co., Brockville, Ont.
 Hudson Bay Knitting Co., The, Montreal, Que.
 Imperial Glove Co., Limited, Dundas, Ont.
 Laliberte, J. B., Quebec, Que.
 Paquet Co., Limited, The, Quebec, Que.
 Ross, Henry, Indian Lorette, Que.
 Ryan, The Robert Co., Registered, Three Rivers, Que.
 St. Lawrence Glove Works, Quebec, Que.

Storey, W. H., & Son, Limited, Acton, Ont.
 Waterloo Glove Mfg. Co., The, Waterloo, Ont.

1173 GLOVES, Rubber.
 Canadian Rubber Co., Limited, Montreal, Que. (Adv. Outside Back Cover.)

1174 GLOVES, Silk.
 Corticelli Silk Co., Limited, Montreal, Que.

1175 GLOVES, Woollen.
 Ballantyne, R. M., Limited, Stratford, Ont.

1176 GLUCOSE.
 Canada Starch Co., Limited, The, Brantford, Ont.
 Edwardsburg Starch Co., Limited, Montreal, Que.
 St. Lawrence Starch Co., Limited, Port Credit, Ont.

1177 GLUE.
 Canada Glue Co., Limited, Brantford, Ont.
 Delany & Pettit Co., Limited, The, Toronto, Ont. (Adv. page 1117.)
 Gilmour Bros. & Co., Montreal, Que.
 Harris, W., & Co., Toronto, Ont. (Adv. page 1102.)
 Jamieson, R. C., & Co., Limited, Montreal, Que.
 Marquis, F. Canac, Quebec, Que.

1178 GLYCERINE.
 Cowan, John, Co., Limited, Montreal, Que.
 Lever Bros., Limited, Toronto, Ont.
 Morton, David, & Sons, Limited, Toronto, Ont.
 Pugsley, Dingman & Co., Limited, Toronto, Ont.
 Taylor, John, & Co., Toronto, Ont.

1179 GO-CARTS.
 Canada Furniture Mfrs., Limited, Woodstock, Ont.
 Gendron Mfg. Co., Limited, The, Toronto, Ont.
 Imperial Rattan Co., Limited, Walkerville, Ont. (Adv. page 1116.)

1180 GOLD.
 Consolidated Mining & Smelting Co. of Canada, Limited, Trail, B.C. (Adv. page 1126.)
 Tyee Copper Co., Limited, Victoria, B.C.

1181 GOLD LEAF OR FOIL.
 Wilkinson, The J. E., Co., Limited, Toronto, Ont.

1182 GOLDSMITHS.
 Ellis, P. W., & Co., Limited, Toronto, Ont. (Adv. page 1121.)
 Lees, Geo. H., & Co., Limited, Hamilton, Ont.
 Pierce, Henry, Montreal, Que.

1183 GONGS.
 Clark, C. O., & Bro., St. Paul, Que.
 Garth Co., The, Montreal, Que.
 McAvity, T., & Sons, Limited, St. John, N.B.
 Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

1184 GOODS, Case.
 See Furniture.

1185 GOVERNORS, Engine, Pump and Steam.

See Engines, stationary, horizontal and vertical.

1186 GRADERS, Road.
 Dore, J. B., & Fils, Laprairie, Que.
 Sawyer & Massey Co., Limited, Hamilton, Ont.

1187 GRAMOPHONES.
 Berliner Gramophone Co. of Canada, Limited, The, Montreal, Que.

1188 GRANITE BUILDING MATERIAL.
 Brodie, James, & Son, Iberville Junction, Que.

Hoopers' Marble and Granite Co., Limited, Winnipeg, Man.
 Laurentian Granite Co., Limited, Montreal, Que.
 McIntosh Granite Co., Limited, Toronto, Ont.
 Milne, Coutts & Co., Limited, St. George, N.B.
 Norton, S. B., Stanstead Junction, Que.
 Smith Marble and Construction Co., Limited, Montreal, Que.
 Stanstead Granite Quarries Co., Limited, The, Beebe, Que.
 Tayte, Meating & Co., St. George, N.B.

1189 GRANITE MONUMENTS.
 See Monuments.

1190 GRANITEWARE.
 See Enameledware.

1191 GRAPHITE.
 Canada Paint Co., Limited, The, Montreal, Que. (Adv. page 1103.)
 Domestic Specialty Co., Limited, Hamilton, Ont.
 Electric Boiler Compound Co., Limited, The, Guelph, Ont.
 Hamilton Facing Mill Co., Limited, Hamilton, Ont. (Adv. page 1107.)

1192 GRATE BARS.
 See Bars, boiler grate.

1193 GRATES AND GRATE BASKETS, Fireplace.
 Stewart, The James, Mfg. Co., Limited, Woodstock, Ont.

1194 GRATES, Flat.
 Gurney Foundry Co., Limited, The, Toronto, Ont.
 Hamilton, Wm., Co., Limited, Peterborough, Ont.
 Jenckes Machine Co., Limited, The, Sherbrooke, Que.
 Leonard, E., & Sons, London, Ont. (Adv. page 888.)
 Matheson, I., & Co., Limited, New Glasgow, N.S.
 Plessisville, La Fonderie de, Plessisville, Que.
 Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)
 Star Iron Co., Limited, Montreal, Que.
 Waterous Engine Works Co., Limited, The, Brantford, Ont. (Adv. page 889.)

1195 GRATES, Shaking.
 Smart-Turner Machine Co., Limited, The, Hamilton, Ont.

1196 GREASE, Axle.
 Canadian Oil Companies, Limited, Toronto, Ont.
 Dominion Oil Co., Limited, Hamilton, Ont.
 Electric Boiler Compound Co., Limited, The, Guelph, Ont.
 Imperial Oil Co., Limited, The, Montreal, Que.
 McColl Bros. & Co., Toronto, Ont.
 Queen City Oil Co., Limited, The, Toronto, Ont. (Adv. page 1134.)
 Seward, The L. B., Lubricating Co., Ottawa, Ont.

1197 GREASE, Lubricating.
 Canadian Oil Companies, Limited, Toronto, Ont.
 Commercial Oil Co., Limited, The, Hamilton, Ont.
 Crescent Oil Co., The, Hamilton, Ont.
 Crown Oil Refining Co., Limited, Hamilton, Ont.
 Dominion Oil Co., Limited, Hamilton, Ont.
 Electric Boiler Compound Co., Limited, The, Guelph, Ont.
 Imperial Oil Co., Limited, The, Montreal, Que.
 McColl Bros. & Co., Toronto, Ont.
 Queen City Oil Co., Limited, The, Toronto, Ont. (Adv. page 1134.)
 Seward, The L. B., Lubricating Co., Ottawa, Ont.

1198 GREASE, Soap.
 Canada Glue Co., Limited, Brantford, Ont.

Harris, W., & Co., Toronto, Ont. (Adv. page 1102.)
 Marquis, F. Canac, Quebec, Que.

1199 GRILLE WORK, Metal.
 Canada Foundry Co., Limited, Toronto, Ont.
 Canada Wire Goods Mfg. Co., Hamilton, Ont. (Adv. page 1086.)
 Dennis Wire & Iron Works Co., Limited, London, Ont. (Adv. page 1120.)
 Hutchison & Sticht, Montreal, Que.
 Major Mfg. Co., Limited, The, Montreal, Que.
 Meadows, The Geo. B., Toronto Wire, Iron & Brass Works Co., Limited, Toronto, Ont. (Adv. page 1089.)
 Pritchard-Andrews Co., of Ottawa, Limited, Ottawa, Ont.
 Westminster Iron Works, New Westminster, B.C.

1200 GRILLES, Elevator.
 See Elevator Enclosures.

1201 GRILLES, Wood.
 Anglin, S., & Co., Kingston, Ont. (Adv. page 1097.)
 Cushing Bros. Co., Limited, Calgary, Alta.
 Davidson, James, Ottawa, Ont.
 Georgian Bay Shook Mills, Limited, Midland, Ont.
 Gignac, J. H., Limited, Quebec, Que.
 Hurndall Novelty Furniture Co., Limited, Orangeville, Ont.
 Kerr, J. & J., Co., Limited, Petrolia, Ont.
 Ornamental Wood, Limited, Toronto, Ont.
 Otterville Mfg. Co., Limited, Otterville, Ont.
 Paquet & Godbout, St. Hyacinthe, Que.
 Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091.)
 Rutherford, The Wm., & Sons Co., Montreal, Que. (Adv. page 1116.)
 Schultz Bros. Co., Limited, The, Brantford, Ont.
 Walton, Geo., & Co., Belleville, Ont.
 Wilson Bros., Limited, Collingwood, Ont.

1202 GRINDERS, Grain & Feed.
 Fleury's Sons, J., Aurora, Ont.
 Gilson Mfg. Co., Limited, Guelph, Ont. (Adv. page 1120.)
 Goldie & McCulloch Co., Limited, The, Galt, Ont. (Adv. page 885.)
 Gould, Shapley & Muir Co., Limited, Brantford, Ont. (Adv. page 892.)
 Manitoba Windmill and Pump Co., Limited, Brandon, Man.
 Ontario Wind Engine & Pump Co., Limited, Toronto, Ont. (Adv. page 1096.)
 Paris Plow Co., Limited, The, Paris, Ont.
 Stratford Bridge & Iron Works Co., Stratford, Ont.
 Vessot, S., & Co., Toronto, Ont.
 Watson, John, Mfg. Co., Limited, Ayr, Ont.
 Woodstock Wind-Motor Co., Limited, Woodstock, Ont.

1203 GRINDERS, Tool and Planer Knife.
 Adamite Wheel and Mfg. Co., The, Hamilton, Ont.
 Banfield, W. H., & Sons, Toronto, Ont. (Adv. page 1133.)
 Canadian Hart Wheels, Limited, Hamilton, Ont. (Adv. page 1131.)
 Prescott Emery Wheel Co., Limited, Prescott, Ont.
 Stevens Co., of Galt, Limited, The, Galt, Ont.
 Woodstock Wind-Motor Co., Limited, Woodstock, Ont.

1204 GRINDERS, Wood Pulp.
 Hamilton, Wm., Co., Limited, Peterborough, Ont.
 Jenckes Machine Co., Limited, The, Sherbrooke, Que.
 Waterous Engine Works Co., Limited, The, Brantford, Ont. (Adv. page 889.)

1205 GRIPS, Timber.
McFarlane-Neill Mfg. Co., Limited, St. Mary's, N.B.
Pink, Thomas, Pembroke, Ont.

1206 GUARDS, Automatic Sprinkler.
McGuire, W. J., Limited, Toronto, Ont.

1207 GUARDS, Lamp and Portable.
Pringle, The R. E. T., Co., Limited, Montreal, Que.

1208 GUARDS, Tree and Plant, Wire.
Greening, The B., Wire Co., Limited, Hamilton, Ont. (Adv. page 1096.)
Johnson, C. H., & Sons, Limited, Montreal, Que.
Manitoba Anchor Wire Fence Co., Limited, The, Winnipeg, Man.

1216 HAIR, Cattle (Washed).
Barrie Tanning Co., Limited, The, Barrie, Ont. (Adv. page 921.)
Bonner Leather Co., The, Montreal, Que.
Harris, W., & Co., Toronto, Ont. (Adv. page 1102.)
Marquis, F. Canac, Quebec, Que.
Sadler, Geo. W., & Co., Stanbridge East, Que.

1217 HAIR, Curled.
Delany & Pettit Co., Limited, The, Toronto, Ont. (Adv. page 1117.)
Griffin Curled Hair Co., Limited, The, Toronto, Ont.

1218 HALTERS.
Ackerman, B. F., Son & Co., Peterboro, Ont.
Adams Bros. Harness Mfg. Co., Limited, Toronto, Ont.
Edwards, J. E., & Sons, Bracondale, Ont.
Gananque Harness Works, Gananque, Ont.
General Leather Goods, Limited, Toronto, Ont.
Great West Saddlery Co., Limited, The, Winnipeg, Man.
Honey, E. N., Co., Limited, Montreal, Que.
Lamontagne, Limited, Montreal, Que.
McKinnon Dash and Metal Works Co., Limited, St. Catharines, Ont. (Adv. Inside Front Cover.)

1219 HAMES.
McFarlane-Neill Mfg. Co., Limited, St. Mary's, N.B.
McKinnon Dash & Metal Works Co., Limited, St. Catharines, Ont. (Adv. Inside Front Cover.)
Martin Mfg. Co., Limited, The, Whitby, Ont.
Skinner Co., Limited, The, Gananque, Ont.
Wilson & Cousins, Toronto, Ont.

1220 HAMMERS.
Fowler, The Josiah, Co., Limited, St. John, N.B.
Pink, Thomas, Pembroke, Ont.
Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1133.)
Whitman & Barnes Mfg. Co. The, St. Catharines, Ont.

1221 HAMMERS, Drop and Steam Power.
Banfield, W. H., & Sons, Toronto, Ont. (Adv. page 1133.)
Bertram, Th. John, & Sons Co., Limited, Dundas, Ont. (Adv. page 899.)
Calgary Iron Works, Limited, Calgary, Alta.
Canadian Billings & Spencer, Limited, Welland, Ont. (Adv. page 1107.)
Canadian Rand Co., Limited, Montreal, Que.
Fairbanks, E. and T., & Co., Limited, Sherbrooke, Que.
London Machine Tool Co., Limited, Hamilton, Ont. (Adv. page 902.)

1209 GUARDS, Window (Iron and Wire).
Canada Wire Goods Mfg Co., Hamilton, Ont. (Adv. page 1086.)
Dennis Wire & Iron Works Co., Limited, London, Ont. (Adv. page 1120.)
Expanded Metal and Fireproofing Co., Limited, Toronto, Ont. (Adv. page 1105.)
Greening, The B., Wire Co., Limited, Hamilton, Ont. (Adv. page 1096.)
Hutchison & Sticht, Montreal, Que.
Johnson, O. H., & Sons, Limited, Montreal, Que.
Manitoba Anchor Wire Fence Co., Limited, The, Winnipeg, Man.
Meadows, The Geo. B., Toronto Wire, Iron & Brass Works Co., Limited, Toronto, Ont. (Adv. page 1089.)
Munro Wire Works, Limited, New Glasgow, N.S.
Shipway Iron, Bell & Wire Mfg. Co., Limited, Toronto, Ont.

McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)
MacGregor, Gourlay Co., Limited, The, Galt, Ont.
Matheson, I., & Co., Limited, New Glasgow, N.S.
Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)
Plessisville, La Fonderie de, Plessisville, Que.

1222 HAMMERS, Lumbermen's Log.
Superior Mfg. Co., The, Toronto, Ont.
Toronto Stamp & Stencil Works, Toronto, Ont.

1223 HAMMERS, Piano.
Best, D. M., & Co., Toronto, Ont.
Bohne, W., & Co., Toronto, Ont.
Higel, The Otto, Co., Limited, Toronto, Ont.

1224 HAMMOCKS.
Shurly & Derrett, Limited, Toronto, Ont. (Adv. page 916.)
Turner, J. J., & Sons, Peterboro, Ont.

1225 HAMS.
See Bacon.

1226 HANDLES, Adze, Hatchet and Hammer.
Cameron, Dunn Mfg. Co., Limited, The, Strathroy, Ont.
Columbia Handle & Lumber Co., The, London, Ont.
Crawford, W. C., Tilbury, Ont.
Defiance Handle and Turning Co., Limited, Holstein, Ont.
Gignac, J. H., Limited, Quebec, Que.
Lachute Shuttle Co., Limited, Lachute Mills, Que.
McFarlane-Neill Mfg. Co., Limited, The, St. Mary's, N.B.
Still, J. H., Mfg. Co., Limited, St. Thomas, Ont.
Victor Wood Works, Limited, Amherst, N.S.

1227 HANDLES, Axe.
Cameron, Dunn Mfg. Co., Limited, The, Strathroy, Ont.
Canada Axe & Harvest Tool Mfg. Co., Limited, St. Paul, Que.
Crawford, W. C., Tilbury, Ont.
Dominion Snath Co., The, Waterville, Que.
Gignac, J. H., Limited, Quebec, Que.
Lachute Shuttle Co., Limited, The, Lachute Mills, Que.
McFarlane-Neill Mfg. Co., Limited, The, St. Mary's, N.B.
Pink, Thomas, Pembroke, Ont.
Still, J. H., Mfg. Co., Limited, St. Thomas, Ont.
Thomas Bros., Limited, St. Thomas, Ont.
Victor Wood Works, Limited, Amherst, N.S.

1228 HANDLES, Broom.
Cameron, Dunn Mfg. Co., Limited, The, Strathroy, Ont.
Canada Wood Specialty Co., Limited, The, Orillia, Ont.

Watson, John, & Son, of Montreal, Limited, Montreal, Que. (Adv. page 1137.)
Westminster Iron Works, New Westminster, B.C.

1210 GUM, Chewing.
American Chicle Co., Toronto, Ont.
Bradshaw, I. D., & Co., Toronto, Ont.
Somerville, C. R., London, Ont.

1211 GUMMERS, Saw.
Jardine, A. B., & Co., Hespeler, Ont.
Letson & Burpee, Limited, Vancouver, B.C.

1212 GUNPOWDER.
Acadia Powder Co., Limited, Halifax, N.S.
Hamilton Powder Co., Montreal, Que.
Standard Explosives, Limited, Montreal, Que.

H

Columbia Handle & Lumber Co., The, London, Ont.
Crawford, W. C., Tilbury, Ont.
Irwin, R. U., & Son, Horning's Mills, Ont.
Lachute Shuttle Co., Limited, Lachute Mills, Que.
Londonderry Iron & Mining Co., Limited, The, Londonderry, N.S.
Still, J. H., Mfg. Co., Limited, St. Thomas, Ont.
Thomas Bros., Limited, St. Thomas, Ont.
Victor Wood Works, Limited, Amherst, N.S.

1229 HANDLES, Door (Metal).
Gurney-Tilden Co., Limited, The, Hamilton, Ont. (Adv. page 912.)
Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)
Taylor-Forbes Co., Limited, Guelph, Ont.
Toronto Brass Mfg. Co., Toronto, Ont.

1230 HANDLES, Fork, Hoe, Rake, Sledge, Pick, Maul, Canthook and Peavy.
Cameron, Dunn Mfg. Co., Limited, The, Strathroy, Ont.
Canada Axe & Harvest Tool Mfg. Co., Limited, St. Paul, Que.
Columbia Handle & Lumber Co., The, London, Ont.
Crawford, W. C., Tilbury, Ont.
Defiance Handle and Turning Co., Limited, Holstein, Ont.
Dominion Snath Co., The, Waterville, Que.
Gignac, J. H., Limited, Quebec, Que.
Lachute Shuttle Co., Limited, Lachute Mills, Que.
McFarlane-Neill Mfg. Co., Limited, The, St. Mary's, N.B.
Pink, Thomas, Pembroke, Ont.
Still, J. H., Mfg. Co., Limited, St. Thomas, Ont.

1231 HANDLES, Machine.
Canadian Billings & Spencer, Limited, Welland, Ont. (Adv. page 1107.)
Defiance Handle and Turning Co., Limited, Holstein, Ont.

1232 HANDLES, Plow and Cultivator.
Ackland, D., & Son, Limited, Winnipeg, Man.
Heard, John, & Co., St. Thomas, Ont.

1233 HANDLES, Saw.
Canada Axe & Harvest Tool Mfg. Co., Limited, St. Paul, Que.
Burns, The E. R., Saw Co., Limited, Toronto, Ont.
Welland Vale Mfg. Co., Limited, The, St. Catharines, Ont. (Adv. page 1099.)

1234 HANDLES, Shovel.
Cameron, Dunn Mfg. Co., Limited, The, Strathroy, Ont.
Canadian Shovel and Tool Co., Limited, The, Hamilton, Ont.

1213 GYMNASIUM APPARATUS.

Kerr, R. & W., Limited, Montreal, Que.
Wilson, The Harold A., Co., Limited, Toronto, Ont.

1214 GYPSUM, Crude and Pure White.
Albert Mfg. Co., Hillsborough, N.B.

1215 GYPSUM, Crushed.
Alabastine Co., Paris, Limited, The, Paris, Ont. (Adv. page 1118.)
Great Northern Mining Co., Limited, Eastern Harbor, C.B.
Imperial Plaster Co., Limited, Toronto, Ont.
Manitoba Gypsum Co., Limited, Winnipeg, Man.
Windsor Plaster Co., Limited, Windsor, N.S.

Crawford, W. C., Tilbury, Ont.
Lachute Shuttle Co., Limited, Lachute Mills, Que.
Still, J. H., Mfg. Co., Limited, St. Thomas, Ont.

1235 HANDLES, Tool, Tinware and Machine.
Cameron, Dunn Mfg. Co., Limited, The, Strathroy, Ont.
Canada Spool & Bobbin Co., Limited, Walkerton, Ont.
Defiance Handle and Turning Co., Limited, Holstein, Ont.
Gignac, J. H., Limited, Quebec, Que.

1236 HANGERS, Barn Door, Etc.
Allith Mfg. Co., Limited, Hamilton, Ont.
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Limited, Hamilton, Ont.
Louden Machinery Co., Guelph, Ont.
Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)
Taylor-Forbes Co., Limited, Guelph, Ont.

1237 HANGERS, Fire Door, Adjustable.
Allith Mfg. Co., Limited, Hamilton, Ont.
Ormsby, A. B., Limited, Toronto, Ont. (Adv. page 1096.)
Taylor-Forbes Co., Limited, Guelph, Ont.

1238 HANGERS, Joist and Wall.
Hamilton Bridge Works Co., Limited, The, Hamilton, Ont. (Adv. page 883.)
McGregor & McIntyre, Limited, Toronto, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

1239 HANGERS, Pipe.
Bennett & Wright Co., Limited, The, Toronto, Ont.
McAvity, T., & Sons, Limited, St. John, N.B.

1240 HANGERS, Shafting.
Augustin & Daudelin, St. Hyacinthe, Que.
Bell, B., & Son Co., Limited, St. George, Ont.
Calgary Iron Works, Limited, Calgary, Alta.
Corbet Foundry and Machine Co., Owen Sound, Ont.
Dodge Mfg. Co. of Toronto, Limited, Toronto, Ont. (Adv. page 903.)
Gardner, Robt., & Son, Limited, Montreal, Que. (Adv. page 896.)
Goldie & McCulloch Co., Limited, The, Galt, Ont. (Adv. page 885.)
Hamilton, Wm., Co., Limited, Peterborough, Ont.
Hespeler Machinery Co., Limited, Hespeler, Ont. (Adv. page 909.)

Inglis, The John, Co., Limited, Toronto, Ont. (Adv. page 890.)
 Jenckes Machine Co., Limited, The, Sherbrooke, Que.
 Letson & Burpee, Limited, Vancouver, B.C.
 Long, The E., Mfg. Co., Limited, Orillia, Ont.
 McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)
 Manitoba Bridge and Iron Works, Limited, The, Winnipeg, Man.
 Matheson, I., & Co., Limited, New Glasgow, N.S.
 Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)
 Owen Sound Iron Works Co., Limited, The, Owen Sound, Ont.
 Payette, P., & Co., Penetanguishene, Ont.
 Plessisville, La Fonderie de, Plessisville, Que.
 Robb Engineering Co., Limited, Amherst, N.S. (Adv. page 886.)
 St. John Iron Works, Limited, St. John, N.B.
 Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)
 Stratford Mill Building Co., Limited, The, Stratford, Ont.
 Turner, John, & Son, Toronto, Ont.
 1241 HANGINGS, Wall Paper. See Paper, Wall or Paper Hangings.
 1242 HARDWARE, Builders'. Belleville Hardware Co., Limited, The, Belleville, Ont.
 Gurney, Tilden Co., Limited, The, Hamilton, Ont. (Adv. page 912.)
 Hahn Brass Co., Limited, The, New Hamburg, Ont.
 Jenking Brass Mfg. Co., Limited, Montreal, Que.
 Kerr & Coombes Foundry Co., Limited, Hamilton, Ont.
 Loudon Machinery Co., Guelph, Ont.
 McGregor & McIntyre, Limited, Toronto, Ont.
 Montreal Hardware Mfg. Co., Limited, Montreal, Que.
 National Hardware Co., Limited, Orillia, Ont.
 Peterboro Lock Mfg. Co., Limited, The, Peterboro, Ont.
 Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)
 Taylor-Forbes Co., Limited, Guelph, Ont.
 Tilden, Gurney & Co., Limited, Winnipeg, Man.
 Toronto Brass Mfg. Co., Toronto, Ont.
 1243 HARDWARE, Cabinet Makers' or Furniture. Brass and Steel Goods, Limited, Belleville, Ont.
 Gilson Mfg. Co., Limited, Guelph, Ont. (Adv. page 1120.)
 Newell Mfg. Co., Prescott, Ont.
 Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)
 1244 HARDWARE, Carriage. Armstrong, The J. B., Mfg. Co., Limited, Guelph, Ont.
 Burrow, Stewart & Milne Co., Limited, The, Hamilton, Ont. (Adv. page 1139.)
 Carriage Mountings Co., Limited, Niagara Falls, Ont.
 Guelph Carriage Top Co., Guelph, Ont.
 McKinnon Dash & Metal Works Co., Limited, St. Catharines, Ont. (Adv. Inside Front Cover.)
 Skinner Co., Limited, The, Gananoque, Ont.
 Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)
 Toronto Bolt & Forging Co., Limited, Toronto, Ont. (Adv. page 1143.)
 1245 HARDWARE, Coffin and Casket. Elliott, James S., & Son, Prescott, Ont.
 Girard & Godin, Three Rivers, Que.
 Globe Casket Co., The, London, Ont.

National Casket Co., Toronto, Ont.
 Semmens & Evel Casket Co., Limited, The, Hamilton, Ont.
 Thompson, The D. W., Co., Limited, Toronto, Ont.
 1246 HARDWARE, Piano. Bowmanville Foundry Co., Limited, The, Bowmanville, Ont. (Adv. page 1129.)
 Taylor-Forbes Co., Limited, Guelph, Ont.
 1247 HARDWARE, Refrigerator. Brass and Steel Goods, Limited, Belleville, Ont.
 1248 HARDWARE, Saddlery. Adams Bros. Harness Mfg. Co., Limited, Toronto, Ont.
 Burrow, Stewart & Milne Co., Limited, The, Hamilton, Ont. (Adv. page 1139.)
 Gananoque Harness Works, Gananoque, Ont.
 Great West Saddlery Co., Limited, The, Winnipeg, Man.
 McKinnon Dash & Metal Works Co., Limited, St. Catharines, Ont. (Adv. Inside Front Cover.)
 Martin Mfg. Co., Limited, The, Whitby, Ont.
 Skinner Co., Limited, The, Gananoque, Ont.
 1249 HARDWARE SPECIALTIES. Allith Mfg. Co., Limited, Hamilton, Ont.
 Barnet Mfg. Co., Limited, Renfrew, Ont.
 Burrow, Stewart & Milne Co., Limited, The, Hamilton, Ont. (Adv. page 1139.)
 Canada Steel Goods Co., Limited, Hamilton, Ont.
 Carriage Mountings Co., Limited, Niagara Falls, Ont.
 Jenking Brass Mfg. Co., Limited, Montreal, Que.
 Loudon Machinery Co., Guelph, Ont.
 Montreal Hardware Mfg. Co., Limited, The, Montreal, Que.
 Oneida Community, Limited, Niagara Falls, Ont.
 Ontario Metal Novelty Mfg. Co., Limited, Toronto, Ont.
 Parmenter & Bulloch Co., Limited, The, Gananoque, Ont.
 1250 HARNESS. Ackerman, B. F., Son & Co., Peterboro, Ont.
 Adams Bros. Harness Mfg. Co., Limited, Toronto, Ont.
 Calgary Saddlery Co., Limited, Calgary, Alta.
 Eaton, The T., Co., Limited, Toronto, Ont.
 Gananoque Harness Works, Gananoque, Ont.
 Gibson, W. J., Gananoque, Ont.
 Great West Saddlery Co., Limited, The, Winnipeg, Man.
 Heney, E. N., Co., Limited, Montreal, Que.
 Jolley, James, & Sons, Limited, Hamilton, Ont.
 Kelly's Limited, Halifax, N.S.
 Lamontagne Limited, Montreal, Que.
 Trees, Samuel, & Co., Limited, Toronto, Ont.
 Wood Bros., St. Catharines, Ont.
 1251 HARROWS, Disc. Bailey-Underwood Co., Limited, New Glasgow, N.S.
 Belanger, A., Montmagny, Que.
 Bell, B., & Son Co., Limited, St. George, Ont.
 Bissell, T. E., Co., Limited, Elora, Ont.
 Cockshutt Plow Co., Limited, Brantford, Ont. (Adv. page 894.)
 Cossitt Co., Limited, The, Brockville, Ont.
 Dore, J. B., & Fils, Laprairie, Que.
 Frost & Wood Co., Limited, The, Smith's Falls, Ont.
 International Harvester Co. of Canada, Limited, Hamilton, Ont. (Adv. page 895.)
 Massey-Harris Co., Limited, Toronto, Ont. (Adv. page 893.)
 Maxwell, David, & Sons, St. Mary's, Ont.
 Noxon Co., Limited, The, Ingersoll, Ont.
 Paris Plow Co., Limited, The, Paris, Ont.

Sylvester Mfg. Co., Limited, The, Lindsay, Ont.
 Wilkinson Plow Co., Toronto, Ont.
 1252 HARROWS, Drag, Spike-Tooth. Bailey-Underwood Co., Limited, New Glasgow, N.S.
 Belanger, A., Montmagny, Que.
 Bell, B., & Son Co., Limited, St. George, Ont.
 Cockshutt Plow Co., Limited, Brantford, Ont.
 Dore, J. B., & Fils, Laprairie, Que.
 Frost & Wood Co., Limited, The, Smith's Falls, Ont.
 Hamilton, The Peter, Co., Limited, Peterboro, Ont.
 International Harvester Co. of Canada, Limited, Hamilton, Ont. (Adv. page 895.)
 Massey-Harris Co., Limited, Toronto, Ont. (Adv. page 893.)
 Noxon Co., Limited, The, Ingersoll, Ont.
 Paris Plow Co., Limited, The, Paris, Ont.
 Shantz, P. E., Preston, Ont.
 Sylvester Mfg. Co., Limited, The, Lindsay, Ont.
 Watson, John, Mfg. Co., Limited, Ayr, Ont.
 Wilkinson Plow Co., Toronto, Ont.
 1253 HARROWS, Spade. Belanger, A., Montmagny, Que.
 1254 HARROWS, Spring-Tooth. Bailey-Underwood Co., Limited, New Glasgow, N.S.
 Belanger, A., Montmagny, Que.
 Cossitt Co., Limited, The, Brockville, Ont.
 Frost & Wood Co., Limited, The, Smith's Falls, Ont.
 Hamilton, The Peter, Co., Limited, Peterboro, Ont.
 International Harvester Co. of Canada, Limited, Hamilton, Ont. (Adv. page 895.)
 Massey-Harris Co., Limited, Toronto, Ont. (Adv. page 893.)
 Noxon Co., Limited, The, Ingersoll, Ont.
 1255 HARVESTERS, Corn. Massey-Harris Co., Limited, Toronto, Ont. (Adv. page 893.)
 1256 HARVESTERS, Pea. Sylvester Mfg. Co., Limited, The, Lindsay, Ont.
 Wortman & Ward Co., Limited, The, London, Ont.
 1257 HARVESTERS, Self-Binding. See Binders, harvesting.
 1258 HATCHETS. Fowler, The Josiah, Co., Limited, St. John, N.B.
 Gilmour Bros. & Co., Montreal, Que.
 Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)
 Whitman & Barnes Mfg. Co., The, St. Catharines, Ont.
 1259 HATCHWAYS, Automatic. Parkin Elevator Co., Limited, The, Hespeler, Ont. (Adv. page 1101.)
 1260 HATS, Cloth. Allan, A. A., & Co., Limited, Toronto, Ont.
 Bruce Mfg. Co., The, Toronto, Ont.
 Crown Hat Co., Limited, The, Galt, Ont.
 Hastings, T. W., Cap Mfg. Co., London, Ont.
 Maritime Hat & Cap Co., The, Truro, N.S.
 Palter Bros., Toronto, Ont.
 Punchard, Chas. O., & Co., Toronto, Ont.
 1261 HATS, Felt. Boulter, Waugh & Co., Limited, Montreal, Que.
 Crean, Robert, & Co., Limited, Toronto, Ont.
 Crown Hat Co., Limited, The, Galt, Ont.

Dominion Straw Goods Mfg. Co., Montreal, Que.
 Godin, J., St. Paul, Que.
 Globe Hat Works Co., Montreal, Que.
 Guillet, E., & Sons, Limited, Marieville, Que.
 Strachan Bros., Toronto, Ont.
 Toronto Hat Mfg. Co., Toronto, Ont.
 Walker, E. C., & Sons, Toronto, Ont.
 Wolthausen Hat Corporation, Limited, The, Brockville, Ont.
 1262 HATS, Oiled. Tower Canadian Oiled Clothing Co., Limited, Toronto, Ont.
 1263 HATS, Ready-to-wear. Crown Hat Co., Limited, The, Galt, Ont.
 Fairweather's, Limited, Toronto, Ont.
 Globe Hat Works Co., Montreal, Que.
 Goulding, G., & Sons, Toronto, Ont.
 Walker, E. C., & Sons, Toronto, Ont.
 Wright Hats, Limited, London, Ont.
 1264 HATS, Rubber. Canadian Rubber Co., Limited, The, Montreal, Que. (Adv. Outside Back Cover.)
 1265 HATS, Straw. Allan, A. A., & Co., Toronto, Ont.
 Crean, Robert, & Co., Limited, Toronto, Ont.
 Crown Hat Co., Limited, The, Galt, Ont.
 Dominion Straw Goods Mfg. Co., Montreal, Que.
 Guillet, E., & Sons, Limited, Marieville, Que.
 Paquet Co., Limited, The, Quebec, Que.
 St. Johns Straw Works Co., Limited, St. Johns, Que.
 Toronto Hat Mfg. Co., Toronto, Ont.
 Walker, E. C., & Sons, Toronto, Ont.
 1266 HAY. Brackman-Ker Milling Co., Limited, The, Victoria, B.C.
 Dwyer, W. H., Co., Limited, Ottawa, Ont.
 McIntosh, P., & Son, Toronto, Ont.
 Silver, H. R., Limited, Halifax, N.S.
 Thomson, Walter, & Son, Limited, London, Ont.
 1267 HEADING. Canada Wood Specialty Co., Limited, The, Orillia, Ont.
 Cargill, H., & Son, Cargill, Ont.
 Marmora Cooperage Co., Marmora, Ont.
 Pincombe, R. M., Strathroy, Ont.
 Ransford, John, Clinton, Ont.
 Sutherland, Innes Co., Limited, The, Chatham, Ont. (Adv. page 1114.)
 Windsor Plaster Co., Limited, Windsor, N.S.
 1268 HEADLIGHTS (Engine and Electric Car). Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
 Piper, The Hiram L., Co., Limited, Montreal, Que.
 Piper, The N. L., Railway Supply Co., Limited, Toronto, Ont.
 1269 HEADS, Exhaust. Canadian Buffalo Forge Co., Limited, Montreal, Que.
 Darling Bros., Limited, Montreal, Que.
 Sheldons, Limited, Galt, Ont. (Adv. page 1101.)
 1270 HEADS, Matcher. See Machinery, Woodworking.
 1271 HEADWEAR, Children's. Bruce Mfg. Co., Toronto, Ont.
 Knox Mfg. Co., Toronto, Ont.
 1272 HEARSEES. Girard & Godin, Three Rivers, Que.

Greer, A. B., London, Ont.
Guy, Matthew, Oshawa, Ont.
Mitchell & Co., Ingersoll, Ont.
National Casket Co., Toronto, Ont.

1273 HEATERS, Air-tight.

Kemp Mfg. & Metal Co., Limited, The, Winnipeg, Man.
McLennan, McFeely & Co., Limited, Vancouver, B.C.

1274 HEATERS, Base Burner.

Buck, The William, Stove Co., Limited, Brantford, Ont.
Clare Bros. & Co., Limited, Preston, Ont.
Guelph Stove Co., Limited, Guelph, Ont.
Gurney, Tilden Co., Limited, The, Hamilton, Ont. (Adv. page 912.)
McClary Mfg. Co., The, London, Ont. (Adv. page 913.)
Moore, The D., Co., Limited, Hamilton, Ont.
Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)
Western Foundry Co., Limited, The, Wingham, Ont.

1275 HEATERS, Car.

Crossen Car Mfg. Co. of Cobourg, Limited, The, Cobourg, Ont.

1276 HEATERS, Feed Water.

Babcock & Wilcox, Limited, Montreal, Que. (Adv. page 890.)
Canada Foundry Co., Limited, Toronto, Ont.
Darling Bros., Limited, Montreal, Que.
Goldie & McCulloch Co., Limited, The, Galt, Ont. (Adv. page 885.)
Ingles, The John, Co., Limited, Toronto, Ont. (Adv. page 890.)
Laurie Engine & Machine Co., Limited, Montreal, Que.
Leonard, E., & Sons, London, Ont. (Adv. page 888.)
Manitoba Bridge and Iron Works, Limited, The, Winnipeg, Man.
Matheson, I., & Co., Limited, New Glasgow, N.S.
Robb Engineering Co., Limited, Amherst, N.S. (Adv. page 886.)

1277 HEATERS AND HEATING APPARATUS, Hot Water and Steam.

Armstrong, The Fred., Co., Limited, Toronto, Ont.
Bennett & Wright Co., Limited, The, Toronto, Ont.
Butterworth Foundry, Limited, Ottawa, Ont.
Canadian Heating and Ventilating Co., Limited, The, Owen Sound, Ont.
Darling Bros., Limited, Montreal, Que.
Dominion Radiator Co., Limited, The, Toronto, Ont.
Farquhar Bros., Halifax, N.S.
Goldie & McCulloch Co., Limited, The, Galt, Ont. (Adv. page 885.)
Gurney Foundry Co., Limited, The, Toronto, Ont.
Gurney, Tilden Co., Limited, The, Hamilton, Ont. (Adv. page 912.)
Hughes, J. W., & Son, Montreal, Que.
King Radiator Co., Limited, Toronto, Ont. (Adv. page 912.)
Leonard, E., & Sons, London, Ont. (Adv. page 888.)
Longard Bros., Halifax, N.S.
McGuire, W. J., Limited, Toronto, Ont.
Pease Foundry Co., Limited, Toronto, Ont.
Pease-Waldon Co., Limited, Winnipeg, Man.
Picard, O., & Son, Quebec, Que.
Star Iron Co., Limited, Montreal, Que.
Sydney Foundry & Machine Works, Limited, The, Sydney, N.S.
Toronto Furnace & Crematory Co., Limited, Toronto, Ont.
Warden King, Limited, Montreal, Que.

1278 HEATING APPARATUS, Hot Air.

Canadian Buffalo Forge Co., Limited, Montreal, Que.
Clare Bros. & Co., Limited, Preston, Ont.
Hughes, J. W., & Son, Montreal, Que.
Gurney Foundry Co., Limited, The, Toronto, Ont.
Gurney, Tilden Co., Limited, The, Hamilton, Ont. (Adv. page 912.)
McGuire, W. J., Limited, Toronto, Ont.
Pease Foundry Co., Limited, The, Toronto, Ont.
Pease-Waldon Co., Limited, Winnipeg, Man.
Picard, O., & Son, Quebec, Que.
Sheldons, Limited, Galt, Ont. (Adv. page 1101.)
Star Iron Co., Limited, Montreal, Que.

1279 HEATING APPLIANCES, Electric.

Collier, Cunningham Co., Limited, Peterborough, Ont.

1280 HEATING, Fan or Hot Blast System.

McGuire, W. J., Limited, Toronto, Ont.
Sheldons, Limited, Galt, Ont. (Adv. page 1101.)

1281 HEELS AND HEEL STOCK.

Blouin, F., Quebec, Que.
Guay, Eugene, Montreal, Que.
Richard & Co., Quebec, Que.
Rochette, C., Quebec, Que.

1282 HEELS AND SOLES, Rubber.

Canadian Rubber Co., Limited, The, Montreal, Que. (Adv. Outside Back Cover.)
Dunlop Tire & Rubber Goods Co., Limited, Toronto, Ont. (Adv. page 1145.)
Durham Rubber Co., Limited, Bowmanville, Ont. (Adv. page 1094.)
Gutta Percha & Rubber Mfg. Co., Limited, The, Toronto, Ont. (Adv. Inside Back Cover.)
Merchants Rubber Co., Limited, The, Berlin, Ont.

1283 HIDES.

Carter, E. T., & Company, Toronto, Ont.
Goodhue, J. L., & Company, Danville, Que. (Adv. page 919.)
Harris Abattoir Co., Limited, The, Toronto, Ont.
Kimble, John, & Son, St. John, N.B.
Marquis, F. Canac, Quebec, Que.
Martin, D. B., Limited, West Toronto, Ont.
Peters' Sons, C. H., St. John, N.B.

1284 HINGES, Butt, Blind, Door, etc.

Canada Steel Goods Co., Limited, Hamilton, Ont.
Cowan & Britton, Gananoque, Ont.
Montreal Hardware Mfg. Co., Limited, The, Montreal, Que.
Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)
Starr Mfg. Co., Limited, The, Dartmouth, N.S.
Taylor-Forbes Co., Limited, Guelph, Ont.

1285 HINGES, Refrigerator.

Brass and Steel Goods, Limited, Belleville, Ont.
Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

1286 HINGES, Spring.

Cowan & Britton, Gananoque, Ont.
Mitchell, The Robt., Co., Limited, Montreal, Que.
Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)
Taylor-Forbes Co., Limited, Guelph, Ont.

1287 HINGES, Strap and Screw.

Canada Steel Goods Co., Limited, Hamilton, Ont.
Cowan & Britton, Gananoque, Ont.
London Rolling Mill Co., Limited, London, Ont.
Montreal Hardware Mfg. Co., Limited, The, Montreal, Que.
Starr Mfg. Co., Limited, The, Dartmouth, N.S.
Toronto Bolt & Forging Co., Limited, Toronto, Ont. (Adv. page 1143.)

1288 HINGES, Trunk and Suit Case.

Brass and Steel Goods, Limited, Belleville, Ont.
Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

1289 HITCHES, Plow.

American-Abell Engine & Thresher Co., Limited, Toronto, Ont.

1290 HOBBLERS.

Ackerman, B. F., Son & Company, Peterborough, Ont.

1291 HOCKEY STICKS.

See Sticks, Hockey.

1292 HODS, Coal.

Davidson, The Thos., Mfg. Co., Limited, Montreal, Que. (Adv. page 1130.)
Kemp Mfg. Company, Toronto, Ont. (Adv. page 1087.)
McClary Mfg. Company, The, London, Ont. (Adv. page 913.)

1293 HOES.

Bedford Mfg. Company, The, Bedford, Que.
Canada Axe & Harvest Tool Mfg. Co., Limited, St. Paul, Que.
Welland Vale Mfg. Co., Limited, St. Catharines, Ont. (Adv. page 1099.)

1294 HOES, Horse.

See Scufflers.

1295 HOISTS, Air.

Canada Foundry Co., Limited, Toronto, Ont.
Canadian Rand Co., Limited, Montreal, Que.
Hamilton, Wm., Co., Limited, Peterborough, Ont.

1296 HOISTS, Carriage.

See Elevators.

1297 HOISTS, Electric.

Hinton Electric Co., Limited, The, Vancouver, B.C.
Manson Mfg. Co., Thorold, Ont.

1298 HOISTS, Friction and Gear.

Jeffrey Mfg. Co., The, Montreal, Que. (Adv. page 1100.)
Marsh & Henthorn, Limited, Belleville, Ont.
Perrin, Wm. R., & Co., Limited, Toronto, Ont. (Adv. page 896.)

1299 HOISTS, Mining.

Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902.)
Beatty, M., & Sons, Limited, Welland, Ont. (Adv. page 888.)
Dominion Rock Drill Co., Limited, Peterborough, Ont.
Hamilton, Wm., Co., Limited, Peterborough, Ont.
Jenckes Machine Co., Limited, The, Sherbrooke, Que.
Manitoba Bridge and Iron Works, Limited, The, Winnipeg, Man.
Marsh & Henthorn, Limited, Belleville, Ont.
Matheson, I., & Co., Limited, New Glasgow, N.S.

1300 HOLDERS, Bag.

Computing Scale Co. of Canada, Limited, The, Toronto, Ont.

1301 HOLDERS, Shoe.

Taylor-Forbes Co., Limited, Guelph, Ont.

1302 HOLDERS AND PULLS, Label.

Hahn Brass Co., Limited, The, New Hamburg, Ont.

1303 HOLLOW-WARE, Cast Iron.

Bowes, Jamieson & Company, Hamilton, Ont.
Buck, The Wm., Stove Co., Limited, Brantford, Ont.
Clare Bros. & Co., Limited, Preston, Ont.
Gurney, Tilden Co., Limited, The, Hamilton, Ont. (Adv. page 912.)
McClary Mfg. Company, The, London, Ont. (Adv. page 913.)
Moore, The D., Co., Limited, Hamilton, Ont.
Stewart, The James, Mfg. Co., Limited, Woodstock, Ont.
Plessisville, La Ponderie de, Plessisville, Que.
Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)

1304 HOLLOW-WARE, Silver Plated.

Ellis, P. W., & Co., Limited, Toronto, Ont. (Adv. page 1121.)
Hemming Mfg. Co., Limited, Montreal, Que.
Meriden Britannia Co., Limited, Hamilton, Ont. (Adv. page 1107.)
Standard Silver Co., Limited, Toronto, Ont.
Toronto Silver Plate Co., Limited, Toronto, Ont.

1305 HOLLOW-WARE, Sterling Silver.

Birks, Henry, & Sons, Montreal, Que.
Ellis, P. W., & Co., Limited, Toronto, Ont. (Adv. page 1121.)
Hemming Mfg. Co., Limited, Montreal, Que.
Meriden Britannia Co., Limited, Hamilton, Ont. (Adv. page 1107.)
Roden Bros., Toronto, Ont.
Toronto Silver Plate Co., Limited, Toronto, Ont.

1306 HOMESPUNS.

See Cloth, homespun.

1307 HOMINY.

McIntosh, P., & Son, Toronto, Ont.

1308 HONES, Razor.

Canadian Hart Wheels, Limited, Hamilton, Ont. (Adv. page 1131.)

1309 HOODS AND BODIES, Hat (Wool).

Globe Hat Works Company, Montreal, Que.

1310 HOOKS, Cant.

See Canthooks.

1311 HOOKS, Cornice and Screw.

Canada Screw Co., Limited, Hamilton, Ont. (Adv. page 1123.)
Dominion Wire Manufacturing Co., Limited, Montreal, Que.
Taylor-Forbes Co., Limited, Guelph, Ont.

1312 HOOKS, Hat and Coat.

Belleville Hardware Co., Limited, The, Belleville, Ont.
Canada Steel Goods Co., Limited, Hamilton, Ont.
Dominion Wire Mfg. Co., Limited, Montreal, Que.
Clatworthy & Son, Toronto, Ont.
Mitchell, The Robt., Co., Limited, Montreal, Que.
Otterville Mfg. Co., Limited, Otterville, Ont.
Peterborough Lock Mfg. Co., Limited, The, Peterborough, Ont.

Smart, The James Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)
Taylor-Forbes Co., Limited, Guelph, Ont.

1313 HOOKS, Reaping.

Bedford Mfg. Company, The, Bedford, Que.
Canada Axe & Harvest Tool Mfg. Co., Limited, St. Paul, Que.
Welland Vale Mfg. Co., Limited, The, St. Catharines, Ont. (Adv. page 1099.)

1314 HOOKS, Rug.

Garrett, John E., New Glasgow, N.S.

1315 HOOKS AND EYES.

Brass and Steel Goods, Limited, Belleville, Ont.
Canada Screw Co., Limited, Hamilton, Ont. (Adv. page 1123.)
Dominion Wire Mfg. Co., Limited, Montreal, Que.
Montreal Suspender and Umbrella Mfg. Co., Montreal, Que.
Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)

1316 HOOKS, Barrel.

Cargill, H., & Son, Cargill, Ont.
Marmora Cooperage Co., Marmora, Ont.
Sutherland, Innes Co., Limited, The, Chatham, Ont. (Adv. page 1114.)

1317 HOOKS, Barrel, Wire.

Dominion Wire Manufacturing Co., Limited, Montreal, Que.
Laidlaw Bale-Tie Company, The, Hamilton, Ont.

1318 HORSE NAILS.

See Nails, Horseshoe.

1319 HORSE POWERS, Sweep.

Belanger, A., Montmagny, Que.
Bell, B., & Son Co., Limited, St. George, Ont.
Marsh & Henthorn, Limited, Belleville, Ont.
Sawyer & Massey Co., Limited, Hamilton, Ont.
Waterloo Mfg. Co., Limited, Waterloo, Ont.
Watson, John, Mfg. Co., Limited, Ayr, Ont.

1335 ICE.

Victoria Phoenix Brewing Co., Limited, The, Victoria, B.C.
Wilson, The B., Co., Limited, Victoria, B.C.

1336 ICE CREAM.

City Dairy Co., Limited, Toronto, Ont.
Neilson, William, Limited, Toronto, Ont.
Rochon's, Calgary, Alta.

1337 ICE CREAM MACHINERY AND SUPPLIES.

See Machinery, ice cream.

1338 ICINGS, Cake.

Barbour, G. E., Co., Limited, St. John, N.B.
Codville Co., Limited, The, Winnipeg, Man.
Cowan Co., Limited, The, Toronto, Ont.
McLarens, Limited, Hamilton, Ont.
White Star Mfg. Co., The, Winnipeg, Man.

1339 IGNITION ACCESSORIES.

Canadian General Electric Co., Limited, Toronto, Ont. (Adv. page 1077.)

1340 ILLUSTRATIONS, Advertising.

See Engravings, photo, etc.

1341 IMPLEMENTS, Agricultural.

See Agricultural Implements.

1320 HORSE POWERS, Tread.

Belanger, A., Montmagny, Que.
Bell, B., & Son Co., Limited, St. George, Ont.
Chalifour, O., & Fils, Limitee, St. Hyacinthe, Que.
Desjardins, La Compagnie, St. André de Kamouraska, Que.
New Hamburg Mfg. Co., Limited, New Hamburg, Ont.
Sawyer & Massey Co., Limited, Hamilton, Ont.

1321 HORSE SHOES.

Gilmour Bros. & Co., Montreal, Que.
Montreal Rolling Mills Company, Montreal, Que. (Adv. page 884.)
Peck Rolling Mills, Limited, The, Montreal, Que.

1322 HOSE FITTINGS.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

1323 HOSE, Linen and Cotton.

Canadian Rubber Co., Limited, Montreal, Que. (Adv. Outside Back Cover.)
Dunlop Tire & Rubber Goods Co., Limited, Toronto, Ont. (Adv. page 1145.)
Gutta Percha & Rubber Mfg. Co., Limited, The, Toronto, Ont. (Adv. Inside Back Cover.)

1324 HOSE, Rubber, Fire, Suction, Water, Steam, Air Brake, Pneumatic Tool, Air Drill, Hydraulic, etc.

Canadian Rubber Co., Limited, Montreal, Que. (Adv. Outside Back Cover.)
Dunlop Tire & Rubber Goods Co., Limited, Toronto, Ont. (Adv. page 1145.)
Durham Rubber Co., Limited, Bowmanville, Ont. (Adv. page 1094.)
Gutta Percha & Rubber Mfg. Co., Limited, The, Toronto, Ont. (Adv. Inside Back Cover.)

1325 HOSIERY, Cashmere, Cotton, Woollen and Worsted.

Avon Hosiery Company, Stratford, Ont.
Ballantyne, R. M., Limited, Stratford, Ont.
Beaumont, Joseph, Glen Williams, Ont.
Carss Mackinaw Clothing Company, Orillia, Ont. (Adv. page 914.)

1342 IMPLEMENTS, Hand Farming.

See Hoes, Rakes, etc.

1343 INCUBATORS AND BROODERS.

Campbell, The Manson, Co., Limited, Chatham, Ont. (Adv. page 1128.)
International Stock Food Co., Toronto, Ont.
Lee Mfg. Co., Limited, Pembroke, Ont.

1344 INDICATORS, Speed.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

1345 INDICATORS, Steam Engine.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

1346 INGOTS, Phosphor Bronze, Copper and Phosphor Tin.

Canada Metal Co., Limited, The, Toronto, Ont. (Adv. page 1122.)
Lumen Bearing Co., West Toronto, Ont. (Adv. page 1111.)
Syracuse Smelting Works, Montreal, Que.

1347 INJECTORS, Steam and Boiler.

Canada Foundry Co., Limited, Toronto, Ont.
Hamilton Brass Mfg. Co., Limited, The, Hamilton, Ont.
McAvity, T., & Sons, Limited, St. John, N.B.

Chipman-Holton Knitting Co., Limited, The, Hamilton, Ont.
Clinton Knitting Co., Limited, Clinton, Ont.
Goderich Knitting Co., Limited, The, Goderich, Ont.
Kingston Hosiery Co., Limited, Kingston, Ont.
Knit-to-Fit Mfg. Co., The, Montreal, Que.
Pennmans, Limited, Paris, Ont. (Adv. page 918.)
Sykes, Alfred, Georgetown, Ont.
Universal Knitting Co., Limited, The, Toronto, Ont.

1326 HOSIERY, Silk.

Corticelli Silk Co., Limited, Montreal, Que.

1327 HOUSE MATERIALS.

See Mills, Planing; and Fittings, Wood (Bank, Store and Office).

1328 HOUSES, Portable.

B. C. Mills, Timber and Trading Company, Vancouver, B.C.
Empire Lumber Co., Limited, Toronto, Ont. (Adv. page 1116.)
Kennedy & Davis Milling Co., Limited, Lindsay, Ont.
Schultz Bros. Co., Limited, The, Brantford, Ont.
Standard House Building and Contracting Co., Limited, Vancouver, B.C.

1329 HUBS.

Ackland, D., & Son, Limited, Winnipeg, Man.
Chatham Bent Goods Co., Limited, The, Chatham, Ont.
Finlay, J., & Sons Co., Norwood, Ont.
Heard, John, & Company, St. Thomas, Ont.
Hore, F. W., & Son, Limited, Hamilton, Ont.
Loughead Bros., Limited, Sarnia, Ont.
McVean, O. & W., Dresden, Ont.
Victoria Wheel Works, Galt, Ont.
West Lorne Wagon Co., Limited, West Lorne, Ont.
Windsor Turned Goods Co., Limited, The, Windsor, Ont.

1330 HUBS, Bicycle and Sulky.

Morrow, The John, Screw, Limited, Ingersoll, Ont. (Adv. page 1122.)

Mitchell, The Robert Co., Limited, Montreal, Que.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
Penberthy Injector Co., Limited, Windsor, Ont.

1348 INK, Printing and Lithographing.

Ault & Wiborg Co., of Canada, Limited, Toronto, Ont. (Adv. page 1102.)
Canada Printing Ink Co., Limited, Toronto, Ont.
Manton Bros., Toronto, Ont.

1349 INK, Stencil.

Peerless Carbon & Ribbon Mfg. Co., Limited, Toronto, Ont.

1350 INK, Writing.

Domestic Specialty Co., Limited, Hamilton, Ont.
Sultana Mfg. Co., Montreal, Que.
Underwood, John, & Co., Toronto, Ont.

1351 INSOLES, Boot and Shoe.

Blouin, F., Quebec, Que.
Barrie Tanning Co., Limited, The, Barrie, Ont. (Adv. page 921.)
Duclos & Payan, St. Hyacinthe, Que.
Guay, Eugene, Montreal, Que.
Rochette, C., Quebec, Que.

1352 INSPIRATORS.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1116.)

1331 HULLERS, Clover.

American-Abell Engine & Thresher Co., Limited, Toronto, Ont.
Sawyer & Massey Co., Limited, Hamilton, Ont.

1332 HUMIDIFIERS.

Canadian Buffalo Forge Co., Limited, Montreal, Que.
Sheldons, Limited, Galt, Ont. (Adv. page 1101.)

1333 HUSKERS AND SHREDDERS, Corn.

White, The George, & Sons Co., Limited, London, Ont.

1334 HYDRANTS.

Bertrand, La Compagnie Manufacturiere, F. X., St. Hyacinthe, Que.
Brown Machine Company, The, New Glasgow, N.S.
Canada Foundry Co., Limited, Toronto, Ont.
Doherty Mfg. Co., Limited, Sarnia, Ont.
Garth Company, The, Montreal, Que.
Goldie & McCulloch Co., Limited, The, Galt, Ont. (Adv. page 885.)
Hamilton, Wm., Co., Limited, Peterborough, Ont.
Kerr Engine Co., Limited, The, Walkerville, Ont. (Adv. page 891.)
Jenckes Machine Co., Limited, The, Sherbrooke, Que.
London Foundry Co., Limited, The, London, Ont.
McAvity, T., & Sons, Limited, St. John, N.B.
McDougall, The R., Co., Limited, Galt, Ont. (Adv. page 896.)
Matheson, I., & Company, Limited, New Glasgow, N.S.
Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
Niagara Falls Machine & Foundry Co., Limited, Niagara Falls, Ont. (Adv. page 1107.)
Selby & Youlden, Limited, Kingston, Ont.
Starr Mfg. Co., Limited, Dartmouth, N.S.
Vogel, H. G., Company, Montreal, Que. (Adv. page 1097.)
Whitfield, The John, Company, Toronto, Ont.

1353 INSTRUMENTS, Band.

Whaley, Royce Co., Limited, Toronto, Ont.

1354 INSTRUMENTS, Electric.

Canadian Westinghouse Co., Limited, Hamilton, Ont.

1355 INSTRUMENTS, Musical.

Whaley, Royce Co., Limited, Toronto, Ont.
Williams, The R. S., & Sons Co., Limited, Toronto, Ont.

1356 INSTRUMENTS, Surgical.

Lymans, Limited, Montreal, Que.

1357 INSULATORS, Glass and Porcelain.

Canadian General Electric Co., Limited, Toronto, Ont. (Adv. page 1077.)
Diamond Flint Glass Co., Limited, Montreal, Que.
Pringle, The R. E. T., Co., Limited, Montreal, Que.

1358 INVERTS, Clay and Vitrified.

Dominion Sewer Pipe Co., Limited, The, Swansea, Ont. (Adv. page 1104.)
Hamilton & Toronto Sewer Pipe Co., Limited, Hamilton, Ont.
Standard Drain Pipe Co., of St. Johns, Que., Limited, The, St. Johns, Que. (Adv. page 1133.)

1359 IRON, Bar.

Hamilton Steel & Iron Co., Limited, The, Hamilton, Ont. (Adv. page 1124.)

London Rolling Mill Co., Limited,
London, Ont.
Manitoba Rolling Mill Co., Limited,
Winnipeg, Man.
Montreal Rolling Mills Co., Mont-
real, Que. (Adv. page 884.)
Peck Rolling Mills, Limited, The,
Montreal, Que.
Rhodes, Curry & Co., Limited,
Amherst, N.S. (Adv. page 1091.)
Ross & Howard Iron Works Co.,
Limited, Vancouver, B.C.
Starr Mfg. Co., Limited, Dart-
mouth, N.S.

1360 IRON, Chloride of.
Cowan, John Co., Limited, Mont-
real, Que.

1361 IRON, Corrugated.
Irwin, Thos. & Son, Hamilton, Ont.
Metal Shingle & Siding Co., Lim-
ited, Preston, Ont. (Adv. page
1083.)
Metallic Roofing Co., of Canada,
Limited, The, Toronto, Ont.
(Adv. pages 1080-1081.)
Ormsby, A. B., Limited, Toronto,
Ont. (Adv. page 1096.)
Reed, Geo. W., & Co., Limited,
Montreal, Que.
Winnipeg Ceiling & Roofing Co.,
Winnipeg, Man.

1362 IRON, Galvanized.
Kemp Mfg. Co., Toronto, Ont.
(Adv. page 1087.)
Kemp Mfg. & Metal Co., Limited,
Winnipeg, Man.
Lysaght, John, Limited, Montreal,
Que.

1373 JACKETS, Ladies'.
See Cloaks, Suits and Costumes.

**1374 JACKS, Hoisting and
Lifting.**
Bell, B., & Sons Co., Limited,
St. George, Ont.
Canadian Rand Co., Limited,
Montreal, Que.
Watson, John, Mfg. Co., Limited,
Ayr, Ont.

**1375 JACKS, Track, and Car
Replacers.**
Montreal Steel Works, Limited,
Montreal, Que. (Adv. page 884.)

1376 JAMS AND JELLIES.
Burlington Canning Co., Limited,
The, Burlington, Ont.
Canadian Cannery, Limited, Ham-
ilton, Ont. (Adv. page 1111.)
Davies, The Wm., Co., Limited,
Toronto.
Dunn, Wm. H., Montreal, Que.
Empress Mfg. Co., Limited, Van-
couver, B.C.
Essex Canning & Preserving Co.,
Limited, Essex, Ont.
Kootenay Jam Co., Limited, The,
Nelson, B.C.
Lytle, The T. A., Co., Limited,
Toronto, Ont.
Oshawa Canning Co., Limited, The,
Oshawa, Ont.
Ozo Co., Limited, The, Montreal,
Que.
Quebec Preserving Company, Que-
bec, Que.
Smith, E. D., Winona, Ont.
Sugars & Cannery, Limited, Mont-
real, Que.
Upton, The T., Co., Limited, Ham-
ilton, Ont.

1377 JAPANNED WARE.
Davidson, The Thos., Mfg. Co.,
Limited, Montreal, Que. (Adv.
page 1130.)
Kemp Mfg. Co., Toronto, Ont.
(Adv. page 1087.)
McClary Mfg. Co., The, London,
Ont. (Adv. page 913.)

1378 JAPANS.
Ault & Wiborg Co., of Canada,
Limited, The, Toronto, Ont. (Adv.
page 1102.)

1363 IRON, Pig.
Algoma Steel Co., Limited, The,
Sault Ste. Marie, Ont. (Adv.
page 1127.)
Canada Iron Corporation, Limited,
Montreal, Que. (Adv. page 1126.)
Deseronto Iron Co., Limited, Deser-
onto, Ont.
Dominion Iron & Steel Co., Lim-
ited, Sydney, N.S.
Frankel Bros., Toronto, Ont.
Hamilton Steel & Iron Co., Lim-
ited, The, Hamilton, Ont. (Adv.
page 1124.)
Londonderry Iron & Mining Co.,
Limited, Londonderry, N.S.
Nova Scotia Steel & Coal Co.,
Limited, New Glasgow, N.S.
(Adv. page 1125.)

1364 IRON GOODS, Galvanized.
Aubry, A., & Fils, Montreal, Que.
Davidson, The Thos., Mfg. Co.,
Limited, Montreal, Que. (Adv.
page 1130.)
Farquhar Bros., Halifax, N.S.
Irwin, Thos., & Sons, Hamilton,
Ont.
Kemp Mfg. Co., Toronto, Ont. (Adv.
page 1087.)
McClary Mfg. Co., The, London,
Ont. (Adv. page 913.)
Prowse, Geo. R., Montreal, Que.
Riddell, John E., Hamilton, Ont.
Sheldons, Limited, Galt, Ont. (Adv.
page 1101.)
Wheeler & Bain, Toronto, Ont.

1365 IRON GOODS, Sheet.
Aubry, A., & Fils, Montreal, Que.
Davidson, The Thos., Mfg. Co.,
Limited, Montreal, Que. (Adv.
page 1130.)

Berry Bros., Limited, Walker-
ville, Ont.
Brandram-Henderson, Limited,
Montreal, Que.
Canada Paint Co., Limited, The,
Montreal, Que. (Adv. page 1103.)
Commercial Oil Co., Limited, The,
Hamilton, Ont.
Crescent Oil Company, The, Ham-
ilton, Ont.
Crown Oil Refining Co., Limited,
Hamilton, Ont.
Dods, P. D., & Co., Limited, Mont-
real, Que.
Dougall Varnish Co., Limited, The,
Montreal, Que. (Adv. Inside
Back Cover.)
Imperial Varnish & Color Co.,
Limited, The, Toronto, Ont.
(Adv. page 1102.)
International Varnish Co., Lim-
ited, Toronto, Ont. (Adv. page
1103.)
Jamieson, R. C., & Co., Limited,
Montreal, Que.
Langmuir, James, & Co., Limited,
Toronto, Ont.
McColl Bros. & Co., Toronto, Ont.
Moore, Benjamin, & Co., Lim-
ited, West Toronto, Ont.
Muirhead, A., Co., Limited, To-
ronto, Ont.
Pendray, W. J., Victoria, B.C.
Ramsay, A., & Son Co., Montreal,
Que.
Scarfe & Co., Brantford, Ont.
(Adv. page 1103.)
Sherwin-Williams Co., The, Mont-
real, Que.
Standard Paint & Varnish Co.,
Limited, Windsor, Ont.
Stephens, G. F., & Co., Limited,
Winnipeg, Man.

1379 JARS, Fruit.
Diamond Flint Glass Co., Limited,
Montreal, Que.
Sydenham Glass Co. of Wallace-
burg, Limited, The, Wallace-
burg, Ont.

**1380 JERSEYS AND GOLF
JACKETS.**
Ballantyne, R. M., Limited, Strat-
ford, Ont.
Hewson Woollen Mills, Limited,
Amherst, N.S.
Knitoff Mfg. Co., The, Montreal,
Que.
Monarch Knitting Co., Limited,
The, Dunnville, Ont.

Kemp Mfg. Co., Toronto, Ont.
(Adv. page 1087.)
Kemp Mfg. & Metal Co., Limited,
Winnipeg, Man.
McClary Mfg. Co., The, Lon-
don, Ont. (Adv. page 913.)
Prowse, Geo. R., Montreal, Que.
Robertson, The James, Co., Lim-
ited, Montreal, Que.
Whitall, A. R., Montreal, Que.

**1366 IRON WORK, Architec-
tural and Structural.**
See Steel Work, Architectural, etc.

1367 IRON WORK, Cast.
See Castings, Iron.

1368 IRON WORK, Ornamental.
Canada Wire Goods Mfg. Co., Ham-
ilton, Ont. (Adv. page 1086.)
Canadian Ornamental Iron Co.,
Toronto, Ont. (Adv. page 1121.)
Chadwick Bros., Hamilton, Ont.
Dennis Wire & Iron Works Co.,
Limited, London, Ont. (Adv.
page 1123.)
Hutchison & Sticht, Montreal, Que.
Meadows, The Geo. B., Toronto
Wire, Iron & Brass Works Co.,
Limited, Toronto, Ont. (Adv.
page 1089.)
Mount Royal Foundry Co., Limited,
The, Montreal, Que.
Owen Sound Wire Fence Co., Lim-
ited, Owen Sound, Ont.
Parkin Elevator Co., Limited, The,
Hespeler, Ont. (Adv. page 1101.)
Shipway Iron, Bell & Wire Mfg.
Co., Limited, Toronto, Ont.
Watson, John, & Son, of Montreal,
Limited, Montreal, Que. (Adv.
page 1137.)

Penmans, Limited, Paris, Ont.
(Adv. page 918.)
Reliance Knitting Co., Limited,
The, Toronto, Ont.
Turnbull, The C., Co., of Galt,
Limited, Galt, Ont.
Warren Bros., St. Catharines,
Ont.

1381 JEWELRY.
Birks, Henry, & Sons, Limited,
Montreal, Que.
Bramley, Wm., Montreal, Que.
Brown, J. E., & Co., Limited, To-
ronto, Ont.
Burgess, A. E., & Co., Toronto,
Ont.
Campbell, W. R. & S. A., Winni-
peg, Man.
Capp, The T. W., Co., Toronto,
Ont.

Caron Brothers, Montreal, Que.
Dingwall, D. R., Limited, Winni-
peg, Man.
Dominion Jewelry Mfg. Co., The,
Toronto, Ont.

Eastwood, James, New Glasgow,
N.S.
Eaton, The T., Co., Limited, To-
ronto, Ont.
Eaves Brothers, Montreal, Que.
Ellis, Geo. E., & Co., Limited,
Winnipeg, Man.

Ellis, P. W., & Co., Limited, To-
ronto, Ont. (Adv. page 1121.)
Hemming Mfg. Co., Limited,
Montreal, Que.
Hemsley Mfg. Co., The, Montreal,
Que.

Lees, Geo. H., & Co., Hamilton,
Ont.
Levy Bros. Co., Limited, The,
Hamilton, Ont.

Montreal Watch Case Co., Lim-
ited, The, Montreal, Que.
Roden Brothers, Toronto, Ont.
Ryrie Bros., Limited, Toronto,
Ont.

Saunders, H. & A., Toronto, Ont.
Saunders, Lorie & Co., Toronto,
Ont.
Smith, Patterson Co., Limited,
The, Montreal, Que.
Stevenson Bros., & Baker, Lon-
don, Ont.
Wade Mfg. Co., Dundas, Ont.

Western Iron Works, Limited,
Winnipeg, Man. (Adv. page
1128.)
Westminster Iron Works, New West-
minster, B.C.

1369 IRONS, Paint.
American Can Co., Montreal, Que.
(Adv. page 1143.)
Whitall, A. R., Montreal, Que.

1370 IRONS, Sad, Electric.
Collier, Cunningham Co., Lim-
ited, Peterborough, Ont.

1371 IRONS, Sad or Tailors' Hand.
Burrow, Stewart & Milne Co.,
Limited, The, Hamilton, Ont.
(Adv. page 1139.)
Eastman Machine Co., Limited,
The, Toronto, Ont.
Smart, The James, Mfg. Co., Lim-
ited, Brockville, Ont. (Adv.
page 1138.)
Taylor-Forbes Co., Limited,
Guelph, Ont.

1372 IRONS, Tuyere.
Belanger, A., Montmagny, Que.
Gurney, Tilden Co., Limited, The,
Hamilton, Ont. (Adv. page 912.)
Jardine, A. B., & Co., Hespeler,
Ont.
Plessisville, La Fonderie de,
Plessisville, Que.
Smart, The James, Mfg. Co., Lim-
ited, Brockville, Ont. (Adv. page
1138.)

Wanless, John, & Co., Toronto,
Ont.
Zock, J. J., & Co., Limited, To-
ronto, Ont.

1382 JEWELRY, Enameled.
Capp, The T. W., Co., Toronto,
Ont.

Caron Bros., Montreal, Que.
Ellis, P. W., & Co., Limited, To-
ronto, Ont. (Adv. page 1121.)
Hemming Mfg. Co., Limited,
Montreal, Que.
Hemsley Mfg. Co., The, Mont-
real, Que.
Lees, Geo. H., & Co., Limited,
Hamilton, Ont.
Roden Bros., Toronto, Ont.
Zock, J. J., & Co., Limited, To-
ronto, Ont.

1383 JEWELRY CASES.
See Cases, Jewelry.

**1384 JEWELS, Regalia and So-
ciety.**

Bramley, William, Montreal, Que.
Capp, The T. W., Co., Toronto,
Ont.
Caron Bros., Montreal, Que.
Dingwall, D. R., Limited, Win-
nipeg, Man.
Dominion Regalia Co., Limited, The,
Toronto, Ont.
Ellis, P. W., & Co., Limited, To-
ronto, Ont. (Adv. page 1121.)
Hemming Mfg. Co., Limited,
Montreal, Que.
Mortimore & Blackebey, Toronto,
Ont.
Zock, J. J., & Co., Limited, To-
ronto, Ont.

1385 JIGS.
Sutherland Rifle Sight Co., Lim-
ited, The, New Glasgow, N.S.
(Adv. page 1090.)

**1386 JOINTS, Expansion, Brass
and Iron.**
Morrison, The James, Brass Mfg.
Co., Limited, Toronto, Ont.
(Adv. page 1119.)

1387 JUICES, Fruit.
See Syrups, Fruit.

K

1388 KALSOMINE.

Alabastine Co., Paris, Limited, The, Paris, Ont. (Adv. page 1118.)
Canada Paint Co., Limited, The, Montreal, Que. (Adv. page 1103.)

1389 KEGS, Paint.

American Can Company, Montreal, Que. (Adv. page 1143.)
Keenan Woodenware Mfg. Co., Limited, Owen Sound, Ont.

1390 KEGS, Pickle, Syrup, Etc.

Keenan Woodenware Mfg. Co., Limited, Owen Sound, Ont.
London & Petrolia Barrel Co., The, London, Ont.

1391 KERSEY CLOTH.

See Cloth, Kersey.

1392 KETTLES, Copper and Brass.

Booth Copper Co., Limited, The, Toronto, Ont.
Coulter, Wm., & Sons, Toronto, Ont. (Adv. page 1132.)
Fletcher Mfg. Co., Limited, Toronto, Ont.
Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)

1393 KETTLES, Steam Jacket.

Mitchell, The Robert, Co., Limited, Montreal, Que.

1394 KETTLES, Tea.

Aubry, A. & Fils, Montreal, Que.
Gurney Foundry Co., Limited, The, Toronto, Ont.
Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)
McClary Mfg. Co., The, London, Ont. (Adv. page 913.)
Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)

1395 KEY BLANKS, Lock.

Brass & Steel Goods, Limited, Belleville, Ont.

1396 KEY BOARDS, Piano.

Thomas Bros., Limited, St. Thomas, Ont.

1397 KEYS, Piano.

Barthelmes, A. A. & Co., Limited, Toronto, Ont.
Higel, The Otto, Co., Limited, Toronto, Ont.
Loose, Joseph M., Toronto, Ont.

1398 KILNS.

Sheldons, Limited, Galt, Ont. (Adv. page 1101.)

1399 KNITTED GOODS, Wool-len.

Ballantyne, R. M., Limited, Stratford, Ont.
Beaumont, Joseph, Glen Williams, Ont.
Eagle Knitting Co., Limited, The, Hamilton, Ont.
Forbes, R., Co., Limited, Hespeler, Ont.
Galt Knitting Co., Limited, Galt, Ont. (Adv. page 918.)
Goderich Knitting Co., Limited, Goderich, Ont.
Graham, D., & Sons Co., Inglewood, Ont.
Hewson Woollen Mills, Limited, Amherst, N.S.
Kingston Hosiery Co., Limited, Kingston, Ont.
Knittofit Mfg. Co., The, Montreal, Que.
Monarch Knitting Co., Limited, The, Dunnville, Ont.
Penmans, Limited, Paris, Ont. (Adv. page 918.)
Perry, G. B., Knitting Co., Hamilton, Ont.
Puritan Knitting Mills Co., Limited, Toronto, Ont.
Reliance Knitting Co., Limited, The, Toronto, Ont.
Schofield Woollen Co., Limited, The, Oshawa, Ont.
Simpson, Joseph, Sons, Toronto, Ont.
Turnbull, The C., Co., of Galt, Limited, Galt, Ont.

Universal Knitting Co., Limited, The, Toronto, Ont.
Warren Bros., St. Catharines, Ont.

1400 KNITTING MACHINES.

See Machines, Knitting.

1401 KNIVES, Draw.

Fowler, The Josiah, Co., Limited, St. John, N.B.
Gilmour Bros., & Co., Montreal, Que.

1402 KNIVES, Hay.

Bedford Mfg. Co., The, Bedford, Que.
Canada Axe & Harvest Tool Mfg. Co., Limited, St. Paul, Que.
Welland Vale Mfg. Co., Limited, The, St. Catharines, Ont. (Adv. page 1099.)

1403 KNIVES, Leather Splitting.

Hay, The Peter, Knife Co., Limited, Galt, Ont.
Woon, R., & Co., Oshawa, Ont.

1404 KNIVES, Machine.

Atkins, E. C., & Co., Hamilton, Ont.
Disston, Henry, & Sons, Limited, Toronto, Ont.
Hay, The Peter, Knife Co., Limited, Galt, Ont.
Simonds Canada Saw Co., Limited, St. Henri, Montreal, Que.
St. Lawrence Saw & Steel Works Co., Limited, Sorel, Que.
Walters, H., & Sons, Hull, Que.
Whitman & Barnes Mfg. Co., The, St. Catharines, Ont.

1405 KNIVES, Pulp.

Atkins, E. C., & Co., Hamilton, Ont.
Hay, The Peter, Knife Co., Limited, Galt, Ont.
St. Lawrence Saw & Steel Works Co., Limited, Sorel, Que.

1406 KNIVES Woodworking, Paper Cutting and Veneer Cutting.

Atkins, E. C., & Co., Hamilton, Ont.
Hay, The Peter, Knife Co., Limited, Galt, Ont.
Simonds Canada Saw Co., Limited, St. Henri, Montreal, Que.
St. Lawrence Saw & Steel Works Co., Limited, Sorel, Que.
Whitman & Barnes Mfg. Co., The, St. Catharines, Ont.

1407 KNOBS, Door.

Belleville Hardware Co., Limited, The, Belleville, Ont.
Canadian General Electric Co., Limited, Toronto, Ont. (Adv. page 1077.)
Gurney, Tilden Co., Limited, The, Hamilton, Ont. (Adv. page 912.)
Hahn Brass Co., Limited, The, New Hamburg, Ont.
National Hardware Co., Limited, Orillia, Ont.
Peterboro Lock Mfg. Co., Limited, The, Peterboro, Ont.

1408 KNOBS, Carriage (Steel).

Parmenter & Bullock Co., Limited, The, Gananoque, Ont.

1409 KNOBS, Furniture.

Hahn Brass Co., Limited, The, New Hamburg, Ont.

1410 KNUCKLES, Emergency.

Bell, B., & Son Co., Limited, St. George, Ont.
Holden Co., Limited, The, Montreal, Que.

1411 KODAKS.

Canadian Kodak Co., Limited, Toronto, Ont. (Adv. page 922.)

L

1412 LABELS.

Benallack Lithographing & Printing Co., The, Montreal, Que.
Bulman Bros., Limited, Winnipeg, Man.
Colonist Printing & Publishing Co., Ltd., The, Victoria, B.C.
Consolidated Lithographing & Mfg. Co., Limited, Montreal, Que.
Duncan Lithographing Co., Limited, The, Hamilton, Ont.
Harris Lithographing Co., The, Toronto, Ont.
Hough Lithographing Co., Limited, The, Toronto, Ont.
Howell Lithographing Co., Hamilton, Ont.
Lawson & Jones, Limited, London, Ont.
London Printing & Lithographing Co., London, Ont.
Long, A. E., & Co., Limited, Toronto, Ont.
Reason, H. T., & Co., London, Ont.
Reid Press, Limited, The, Hamilton, Ont.
Rolph & Clark, Limited, Toronto, Ont. (Adv. page 925.)
Smith, The David, Engraving & Lithographing Co., Toronto, Ont. (Adv. page 933.)
Southam, Limited, Montreal, Que. (Adv. pages 1109-1110.)
Southam Printing & Lithographing Co., Limited, The, London, Ont.

1413 LABELS, Embossed Brass.

Superior Mfg. Co., Limited, Toronto, Ont.
Toronto Stamp & Stencil Works, Toronto, Ont.
Walker & Campbell, Montreal, Que.

1414 LABELS, Woven.

Canada Label and Webbing Co., Limited, Toronto, Ont.
Colonial Weaving Co., Limited, The, Peterborough, Ont.

1415 LABORATORY APPARATUS.

Hendry, The Geo. M., Co., Limited, Toronto, Ont.

1416 LACES, Cotton.

Ladies' Wear, Limited, Toronto, Ont.

1417 LACES, Shoe, Corset, Etc.

Peters, J. Henry, Co., Toronto, Ont.

1418 LACES, Silk.

Corticelli Silk Co., Limited, Montreal, Que.
Rea, A. E., & Co., Limited, Toronto, Ont.

1419 LACROSSE STICKS.

Holland, The G. A., & Son Co., Montreal, Que.

1420 LACQUERS.

Brandram-Henderson, Limited, Montreal, Que.
Canada Paint Co., Limited, The, Montreal, Que. (Adv. page 1103.)
Canadian Bronze Powder Works, The, Montreal, Que.
Dods, P. D., & Co., Limited, Montreal, Que.
Imperial Varnish & Color Co., Limited, The, Toronto, Ont. (Adv. page 1102.)
International Varnish Co., Limited, Toronto, Ont. (Adv. page 1103.)
Jamieson, R. C., & Co., Limited, Montreal, Que.
Langmuir, James, & Co., Limited, Toronto, Ont.
Pendray, W. J., Victoria, B.C.
Ramsay, A., & Son Company, Montreal, Que.
Searle & Co., Brantford, Ont. (Adv. page 1103.)
Standard Paint & Varnish Co., Limited, Windsor, Ont.

1421 LADDERS, Extension and Firemen's.

Anglin, S., & Co., Kingston, Ont. (Adv. page 1097.)
Seagrave, W. E., Walkerville, Ont.

1422 LADDEERS, Iron.

Hall Engineering Works, The, Montreal, Que.

1423 LADDERS, Step.

Kennedy & Davis Milling Co., Limited, The, Lindsay, Ont.
Otterville Mfg. Co., Limited, Otterville, Ont.
Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)
Stratford Mfg. Co., Limited, The, Stratford, Ont.
Sutherland, Innes Co., Limited, Chatham, Ont. (Adv. page 1114.)
Taylor, Scott & Co., Toronto, Ont.
Thomas Bros., Limited, St. Thomas, Ont.

1424 LADDERS, Store Trolley.

Allith Mfg. Co., Limited, Hamilton, Ont.
Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

1425 LADLES, Butter and Dairy

Richardson, C., & Co., St. Mary's, Ont.

1426 LAMPS, Acetylene.

Piper, The Hiram L., Co., Limited, Montreal, Que.
Piper, The N. L., Railway Supply Co., Limited, Toronto, Ont.

1427 LAMPS, Coal Oil.

Auer Incandescent Light Mfg. Co., Limited, Montreal, Que.
Gowans, Kent & Co., Limited, Toronto, Ont.

Ontario Lantern & Lamp Co., Limited, Hamilton, Ont.

1428 LAMPS, Electric Arc.

Canadian Westinghouse Co., Limited, Hamilton, Ont.
Forman, John, Montreal, Que.
Pringle, The R. E. T., Co., Limited, Montreal, Que.

1429 LAMPS, Gasolene Gas.

Auer Incandescent Light Mfg. Co., Limited, Montreal, Que.

1430 LAMPS, Incandescent Electric.

Canadian General Electric Co., Limited, Toronto, Ont. (Adv. page 1077.)
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Forman, John, Montreal, Que.
Munderloh & Co., Montreal, Que.
Ontario Lantern & Lamp Co., Limited, Hamilton, Ont. (Adv. page 1142.)
Packard Electric Co., Limited, The, St. Catharines, Ont.
Sunbeam Incandescent Lamp Mfg. Co., Limited, Toronto, Ont.

1431 LAMPS, Motor Car Head, Ship, Street, Train, and Switch.

Forman, John, Montreal, Que.
Piper, The Hiram L., Co., Limited, Montreal, Que.
Piper, The N. L., Railway Supply Co., Limited, Toronto, Ont.
1432 LANTERNS.
Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)
Ontario Lantern & Lamp Co., Limited, Hamilton, Ont.
Piper, The Hiram L., Co., Limited, Montreal, Que.
Piper, The N. L., Railway Supply Co., Limited, Toronto, Ont.
Wright, E. T., & Co., Hamilton, Ont.

1438 LARD.

Collingwood Packing Co., Limited, Collingwood, Ont.
 Davies, The Wm., Co., Limited, Toronto, Ont.
 Davis & Fraser, Halifax, N.S.
 Dominion Meat Co., Limited, The, Calgary, Alta.
 Fearman, F. W., Co., Limited, Hamilton, Ont.
 Fowler's Canadian Co., Limited, Hamilton, Ont.
 Freeman, The W. A., Co., Limited, Hamilton, Ont.
 Gallagher-Hull Meat & Packing Co., Limited, The, Edmonton, Alta.
 Ingersoll Packing Co., Limited, The, Ingersoll, Ont.
 Laing Packing & Provision Co., Limited, Montreal, Que.
 Lawrason, S. F., & Co., London, Ont.
 Matthews, The Geo., Co., Limited, Peterborough, Ont.
 O'Mara, Joseph, Palmerston, Ont.
 Western Packing Co. of Canada, Limited, The, Winnipeg, Man.
 Whyte Packing Co., Limited, The, Stratford, Ont.

1434 LARD COMPOUND.

Fairbank, The N. K., Co., Montreal, Que.

1435 LARRIGANS & SPORTING BOOTS.

Beal, R. M., Leather Co., Limited, Lindsay, Ont.
 Hudson Bay Knitting Co., The, Montreal, Que.
 Palmer, John, Co., Limited, Fred-ericton, N.B.
 Peters, C. H., Sons, St. John, N.B.

1436 LASHES, Whip.

See Whips and Whip Lashes.

1437 LASTS, Boot and Shoe.

Canada Last Co., Limited, The, Toronto, Ont.
 Granby Rubber Co., Limited, The, Granby, Que.
 Lyn Last Works, Lyn, Ont.
 Montreal Last Factory, Montreal, Que.

1438 LATCHES.

Allith Mfg. Co., Limited, Hamilton, Ont.
 Belleville Hardware Co., Limited, The, Belleville, Ont.
 Canada Steel Goods Co., Limited, Hamilton, Ont.
 Gurney, Tilden Co., Limited, The, Hamilton, Ont. (Adv. page 912.)
 Loudon Machinery Co., Guelph, Ont.
 Montreal Hardware Mfg. Co., Limited, The, Montreal, Que.
 Peterborough Lock Mfg. Co., Limited, The, Peterborough, Ont.
 Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1128.)
 Taylor-Forbes Co., Limited, Guelph, Ont.

1439 LATH.

Andre Cushing & Co., St. John, N.B.
 Anglo-American Lumber Co., Limited, Vancouver, B.C.
 Arrow Lakes Lumber Co., Limited, Arrowhead, B.C.
 Big Bend Lumber Co., Limited, Arrowhead, B.C.
 Booth, J. E., Ottawa, Ont.
 Booth & Shannon, Biscotasing, Ont.
 Breakey, John, Chaudiere Mills, Que.
 B. C. Mills, Timber & Trading Co., Vancouver, B.C.
 Brunette Saw Mill Co., Limited, Sapperton, B.C.
 Bryan Mfg. Co., Limited, Collingwood, Ont.
 Carew, John, Lindsay, Ont.
 Canadian Pacific Lumber Co., Limited, The, Port Moody, B.C.
 Clemens, The H. A., Co., Limited, Guelph, Ont.
 Cleveland-Sarnia Saw Mills Co., Limited, The, Sarnia, Ont.
 Columbia River Lumber Co., Limited, Golden, B.C.
 Conger Lumber Co., Limited, The, Toronto, Ont.
 Crockett, T., Riviere du Loup, Que.

Davidson, James, Ottawa, Ont.
 Davison Lumber Co., Limited, Bridgewater, N.S.
 Dickie, The Alfred, Lumber Co., Limited, Stewiacke, N.S.
 Dominion Paper Co., Montreal, Que.

Dussault & Co., Levis, Que.
 Elliott, James S., & Son, Prescott, Ont.
 Empire Lumber Co., Limited, Toronto, Ont. (Adv. page 1116.)

False Creek Lumber Co., Limited, Vancouver, B.C.
 Foster, Clement A., Haileybury, Ont.

Fraser River Lumber Co., Limited, Fraser Mills, B.C. (Adv. page 1115.)

Georgian Bay Lumber Co., Limited, The, Waubaushene, Ont.
 Gillies Bros., Limited, Braeside, Ont. (Adv. page 1116.)

Grier, G. A., & Son, Montreal, Que.

Harrison, John, & Sons Co., Limited, Owen Sound, Ont.
 Heaps, E. H., & Co., Vancouver, B.C.

Keenan Bros. Limited, Owen Sound, Ont.
 Knight Bros. Co., Limited, The, Burk's Falls, Ont.

Laidlaw, R., Lumber Co., Limited, Toronto, Ont. (Adv. page 1114.)

Lambert, A. G., & Co., Nelson, B.C.
 Loveland & Stone, Cutler, Ont.

MacLaren, The James, Co., Limited, Buckingham, Que.
 McGibbon, F., & Sons, Penetanguishene, Ont.

Metis Lumber Co., The, Price, Que.

Murray & Gregory, Limited, St. John, N.B.

Oyamel Company, Quebec, Que.
 Pacific Coast Lumber Mills, Limited, Vancouver, B.C.

Palliser Lumber Co., Palliser, B.C.
 Paquet & Godbout, St. Hyacinthe, Que.

Parry Sound Lumber Co., Limited, The, Toronto, Ont. (Adv. page 1114.)

Pigeon River Lumber Co., Port Arthur, Ont.

Playfair & White, Midland, Ont.
 Price Bros. & Co., Limited, Quebec, Que.

Quance Bros., Delhi, Ont.
 Rathbun Co., The, Deseronto, Ont.

Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091.)

Robertson & Hackett, Vancouver, B.C.

Robinson-McKenzie Lumber Co., Limited, Cranbrook, B.C.

Sayward, J. A., Victoria, B.C.
 Shawinigan Lake Lumber Co., Limited, The, Victoria, B.C.

Sheppard, James, & Son, Sorel, Que.

Shives Lumber Co., Limited, Campbellton, N.B.

Smith, John B., & Sons, Limited, Toronto, Ont.

Sprague Lumber Co., Limited, Winnipeg, Man.

Tait-Carrs Lumber Co., Limited, The, Orillia, Ont.

Turner Lumber Co., Limited, The, Toronto, Ont.

Victoria Harbor Lumber Co., Limited, Toronto, Ont.

Victoria Lumber & Mfg. Co., Limited, Chemainus, B.C.

Western Canada Timber Co., Limited, Nelson, B.C.

1440 LATH, Expanded Metal.

Expanded Metal & Fireproofing Co., Limited, Toronto, Ont. (Adv. page 1105.)

Galt Art Metal Co., Limited, The, Galt, Ont.

1441 LATH, Metal and Steel, (Plastering).

Metal Shingle & Siding Co., Limited, Preston, Ont. (Adv. page 1083.)

Metallic Roofing Co. of Canada, Limited, The, Toronto, Ont. (Adv. pages 1080-1081.)

Pedlar Metal Roofing Co., The, Oshawa, Ont.

1442 LATH, Wire.

Greening, The B., Wire Co., Limited, Hamilton, Ont. (Adv. page 1096.)

1443 LATHES, Iron and Brass Working, Gap, Engine and Screw Cutting.

Bertram, The John, & Sons Co., Limited, Dundas, Ont. (Adv. page 899.)

Gardner, Robt., & Son, Limited, Montreal, Que. (Adv. page 896.)

London Machine Tool Co., Limited, The, London, Ont. (Adv. page 902.)

MacGregor, Gourlay Co., Limited, The, Galt, Ont.

McDougall, The R., Co., Limited, Galt, Ont. (Adv. page 896.)

Standard Contracting Co., Limited, Toronto, Ont.

Stevens Co. of Galt, Limited, Galt, Ont.

1444 LATHES, Special.

Bertram, John, & Sons Co., Limited, Dundas, Ont. (Adv. page 899.)

Gardner, Robt., & Son, Limited, Montreal, Que. (Adv. page 896.)

London Machine Tool Co., Limited, The, London, Ont. (Adv. page 902.)

MacGregor, Gourlay Co., Limited, The, Galt, Ont.

McDougall, The R., Co., Limited, Galt, Ont. (Adv. page 896.)

1445 LATHES, Turret.

Bertram, The John, & Sons Co., Limited, Dundas, Ont. (Adv. page 899.)

MacGregor, Gourlay Co., Limited, The, Galt, Ont.

McDougall, The R., Co., Limited, Galt, Ont. (Adv. page 896.)

Stevens Co. of Galt, Limited, The, Galt, Ont.

1446 LATHES, Wood Turning.

Ballantine, John, & Co., Limited, Preston, Ont.

Bertram, John, & Sons Co., Limited, Dundas, Ont. (Adv. page 899.)

Cowan & Company, of Galt, Limited, Galt, Ont.

Hespeler Machinery Co., Limited, Hespeler, Ont. (Adv. page 909.)

MacGregor, Gourlay Co., Limited, The, Galt, Ont.

1447 LAUNCHES, Gasoline.

Adams Launch & Engine Mfg. Co., Penetanguishene, Ont. (Adv. page 910.)

Canadian Gas Power & Launches, Limited, Toronto, Ont.

Chestnut Canoe Co., Limited, Fred-ericton, Ont.

Dean, Walter, Toronto, Ont.

Ditchburn, The H., Boat Mfg. Co., Limited, Gravenhurst, Ont.

Gidley, H. E., & Co., Penetanguishene, Ont.

McKeough & Trotter, Limited, Chatham, Ont.

Midland Engine Works Co., Midland, Ont.

Peterborough Canoe Co., Limited, The, Peterborough, Ont.

Schofield-Holden Machine Co., Limited, Toronto, Ont.

Schultz Bros. Co., Limited, The, Brantford, Ont.

St. Lawrence Engine Co., Ltd., The, Brockville, Ont.

Vancouver Ship Yard, Limited, The, Vancouver, B.C.

1448 LAUNCHES, Steam.

Peterborough Canoe Co., Limited, The, Peterborough, Ont.

Vancouver Ship Yard, Limited, The, Vancouver, B.C.

1449 LAVATORIES.

Amherst Foundry Co., Limited, Amherst, N.S.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

Standard Ideal Co., Limited, The, Port Hope, Ont. (Adv. Outside Back Cover.)

1450 LEAD, Bullion and Pig.

Canada Metal Co., The, Toronto, Ont. (Adv. page 1122.)

Consolidated Mining & Smelting Co. of Canada, Limited, Trail, B.C. (Adv. page 1126.)

Frankel Bros., Toronto, Ont.

Syracuse Smelting Works, Montreal, Que.

Tallman Brass and Metal Co., Hamilton, Ont. (Adv. page 1122.)

1451 LEAD CONCENTRATES.

Consolidated Mining & Smelting Co. of Canada, Limited, Trail, B.C. (Adv. page 1126.)

1452 LEAD OXIDES.

Carter White Lead Co. of Canada, Limited, Montreal, Que.

1453 LEAD, Sheet.

Canada Metal Co., Limited, The, Toronto, Ont. (Adv. page 1122.)

Robertson, The James, Co., Limited, Montreal, Que.

1454 LEAD, Silver.

Hamilton Facing Mill Co., Limited, Hamilton, Ont. (Adv. page 1107.)

1455 LEAD, White.

Brandram-Henderson, Limited, Montreal, Que.

Canada Paint Co., Limited, The, Montreal, Que. (Adv. page 1103.)

Carter White Lead Co. of Canada, Limited, Montreal, Que.

Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884.)

Moore, Benjamin & Co., Limited, West Toronto, Ont.

Ottawa Paint Works, The, Ottawa, Ont.

Pendray, W. J., Victoria, B.C.

Ramsay, A., & Son Co., Montreal, Que.

Robertson, The James, Co., Limited, Montreal, Que.

1456 LEAD, White, Ground in Oil.

Imperial Varnish & Color Co., Limited, The, Toronto, Ont. (Adv. page 1102.)

Martin Senour Co., Limited, The, Montreal, Que.

Muirhead, A., Co., Limited, Toronto, Ont.

Robertson, The James, Co., Limited, Montreal, Que.

Standard Paint & Varnish Co., Limited, Windsor, Ont.

Stephens, G. F., & Co., Limited, Winnipeg, Man.

1457 LEAD, Window and Wedge.

Robertson, Thomas, & Co., Limited, Montreal, Que.

1458 LEAF OR FOIL, Gold.

Wilkinson, The J. E., Co., Limited, Toronto, Ont.

1459 LEATHER, Bag, Case, Trunk and Strap.

Barrie Tanning Co., Limited, The, Barrie, Ont. (Adv. page 921.)

Beardmore & Co., Toronto, Ont. (Adv. page 1148.)

Clarke & Clarke, Limited, Toronto, Ont.

Great West Saddlery Co., Limited, The, Winnipeg, Man.

Wickett & Craig, Limited, Toronto, Ont. (Adv. page 920.)

1460 LEATHER, Belting.

Beardmore & Co., Toronto, Ont.

Goodhue, J. L., & Co., Danville, Que. (Adv. page 919.)

Hamilton Oak Tanning Co., Limited, The, Hamilton, Ont.

Sadler, Geo. W., & Co., Stan-bridge East, Que.

Sadler & Haworth, Montreal, Que. (Adv. page 1137.)

1461 LEATHER, Bookbinders'.

Barrie Tanning Co., Limited, The, Barrie, Ont. (Adv. page 921.)

Clarke & Clarke, Limited, Toronto, Ont.

Johnston, H. B., & Co., Toronto, Ont.
Wickett & Craig, Limited, Toronto, Ont. (Adv. page 920.)

1462 LEATHER, Boot and Shoe Upper.

Barrie Tanning Co., Limited, The, Barrie, Ont. (Adv. page 921.)
Beal, R. M., Leather Co., Limited, Lindsay, Ont.
Beal Bros., Toronto, Ont.
Beardmore & Co., Toronto, Ont. (Adv. page 1148.)
Blouin, J. B. & Fils, Levis, Que.
Bonner Leather Co., The, Montreal, Que.
Breithaupt Leather Co., Limited, Berlin, Ont.
Clarke, A. R., & Co., Limited, Toronto, Ont.
Clarke & Clarke, Limited, Toronto, Ont.
Clement, Max, Quebec, Que.
Daoust, Lalonde & Co., Montreal, Que.
Davis Leather Co., Limited, Newmarket, Ont.
Davis, A., & Son, Limited, Kingston, Ont.
Duclos & Payan, St. Hyacinthe, Que.
Fisk, Limited, Montreal, Que.
Fortier, Nazaire, Quebec, Que.
Galibert, C., & Son Co., Montreal, Que.
Galibert, F., Montreal, Que.
Galibert, Paul, Montreal, Que.
Higgins, L., & Co., Moncton, N.B.
Marlatt & Armstrong Co., Limited, The, Oakville, Ont.
Pion, A., & Cie, Quebec, Que.
Pouliot, J. & S., & Frere, Quebec, Que.
Robson Leather Co., Limited, The, Oshawa, Ont.
Wickett & Craig, Limited, Toronto, Ont. (Adv. page 920.)
Wood Bros., St. Catharines, Ont.

1463 LEATHER, Carriage.

Clarke & Clarke, Limited, Toronto, Ont.
Marlatt & Armstrong Co., Limited, The, Oakville, Ont.
Montreal Carriage Leather Co., Limited, Montreal, Que.
Peters, C. H., Sons, St. John, N.B.

1464 LEATHER, Harness.

Barrie Tanning Co., Limited, The, Barrie, Ont. (Adv. page 921.)
Beal, R. M., Leather Co., Limited, Lindsay, Ont.
Beal Bros., Toronto, Ont.
Beardmore & Co., Toronto, Ont. (Adv. page 1148.)
Breithaupt Leather Co., Limited, Berlin, Ont.
Clarke & Clarke, Limited, Toronto, Ont.
Great West Saddlery Co., Limited, The, Winnipeg, Man.
Lamb, John J., Omamee, Ont.
Lang Tanning Co., Limited, The, Berlin, Ont.
McQuay Tanning Co., Limited, The, Owen Sound, Ont.
Miller, C. J., Orillia, Ont.
Wood Bros., St. Catharines, Ont.

1465 LEATHER, Kid.

Bonner Leather Co., The, Montreal, Que.
Chapman, W. J., Acton, Ont.
Clarke, A. R., & Co., Limited, Toronto, Ont.
Clarke & Clarke, Limited, Toronto, Ont.
Clement, Max, Quebec, Que.
Duclos & Payan, St. Hyacinthe, Que.
Fisk, Limited, Montreal, Que.
Fortier, Nazaire, Quebec, Que.
Galibert, F., Montreal, Que.
Galibert, Paul, Montreal, Que.
Marlatt & Armstrong Co., Limited, The, Oakville, Ont.
Pion, A., & Cie, Quebec, Que.

1466 LEATHER, Lace.

Beal Bros., Toronto, Ont.
Beardmore & Co., Toronto, Ont. (Adv. page 1148.)
Brenner, Alex., Tillsonburg, Ont.
Goodhue, J. L., & Co., Danville, Que. (Adv. page 919.)
Hamilton Engine Packing Co., Hamilton, Ont.

Sadler & Haworth, Montreal, Que. (Adv. page 1137.)
Spooner, Alonzo W., Port Hope, Ont.
Wood Bros., St. Catharines, Ont.

1467 LEATHER, Mechanical and Hydraulic.

Beardmore & Co., Toronto, Ont. (Adv. page 1148.)
McLaren, The J. C., Belting Co., Montreal, Que. (Adv. page 919.)
Sadler & Haworth, Montreal, Que. (Adv. page 1137.)

1468 LEATHER, Moccasin.

Beardmore & Co., Toronto, Ont. (Adv. page 1148.)
Blouin, F., Quebec, Que.
Clement, Max, Quebec, Que.
Dugal, P., & Matte, Quebec, Que.
Fortier, Nazaire, Quebec, Que.
Galibert, F., Montreal, Que.
Peters, C. H., Sons, St. John, N.B.

1469 LEATHER, Morocco.

Clarke & Clarke, Limited, Toronto, Ont.

1470 LEATHER, Organ and Velvet.

Clarke & Clarke, Limited, Toronto, Ont.

1471 LEATHER, Patent and Enamel.

Clarke, A. R., & Co., Limited, Toronto, Ont.
Davis Leather Co., Limited, Newmarket, Ont.
Dugal, P., & Matte, Quebec, Que.
Fisk, Limited, Montreal, Que.
Marlatt & Armstrong Co., Limited, The, Oakville, Ont.
Montreal Carriage Leather Co., Limited, Montreal, Que.
Peters, C. H., Sons, St. John, N.B.
Robson Leather Co., Limited, The, Oshawa, Ont.

1472 LEATHER, Picker.

Beardmore & Co., Toronto, Ont.
Goodhue, J. L., & Co., Danville, Que. (Adv. page 919.)
McLaren, The J. C., Belting Co., Limited, Montreal, Que. (Adv. page 919.)
Sadler & Haworth, Montreal, Que. (Adv. page 1137.)

1473 LEATHER, Saddlers'.

Barrie Tanning Co., Limited, The, Barrie, Ont. (Adv. page 921.)
Beal Bros., Toronto, Ont.
Beardmore & Co., Toronto, Ont. (Adv. page 1148.)
Clarke & Clarke, Limited, Toronto, Ont.
Great West Saddlery Co., Limited, Winnipeg, Man.
Marlatt & Armstrong Co., Limited, The, Oakville, Ont.
Peters, C. H., Sons, St. John, N.B.
Wickett & Craig, Limited, Toronto, Ont. (Adv. page 920.)

1474 LEATHER, Sheepskin.

Canada Leather Co., Verdun, Que.
Clarke & Clarke, Limited, Toronto, Ont.
Galibert, F., Montreal, Que.
Johnston, H. B., & Co., Toronto, Ont.
Pion, A., & Cie, Quebec, Que.
Turgeon, Elie, Quebec, Que.

1475 LEATHER, Sole.

Anglo-Canadian Leather Co., Limited, Montreal, Que.
Barrie Tanning Co., Limited, Barrie, Ont. (Adv. page 921.)
Beardmore & Co., Toronto, Ont. (Adv. page 1148.)
Blouin, F., Quebec, Que.
Breithaupt Leather Co., Limited, The, Berlin, Ont.
Duclos & Payan, St. Hyacinthe, Que.
Hamilton Oak Tanning Co., Limited, The, Hamilton, Ont.
Marlatt & Armstrong Co., Limited, The, Oakville, Ont.

1476 LEATHER, Upholsterers'.

Clarke & Clarke, Limited, Toronto, Ont.

Collver, Edward, Co., Brampton, Ont.
Marlatt & Armstrong Co., Limited, The, Oakville, Ont.
Montreal Carriage Leather Co., Limited, Montreal, Que.
Peters, C. H., Sons, St. John, N.B.
Wickett & Craig, Limited, Toronto, Ont. (Adv. page 920.)

1477 LEATHER, Valve.

Beardmore & Co., Toronto, Ont. (Adv. page 1148.)
Goodhue, J. L., & Co., Danville, Que. (Adv. page 919.)
McLaren, D. K., Limited, Montreal, Que. (Adv. page 919.)
McLaren, The J. C., Belting Co., Montreal, Que. (Adv. page 919.)
Sadler & Haworth, Montreal, Que. (Adv. page 1137.)

1478 LEATHER GOODS, Fancy.

Brown Bros., Limited, The, Toronto, Ont. (Adv. page 930.)
Canada Leather Goods Co., Montreal, Que.
Copp, Clark Co., Limited, The, Toronto, Ont.
General Leather Goods, Limited, Toronto, Ont.
Great West Saddlery Co., Limited, The, Winnipeg, Man.
Kelly's, Limited, Halifax, N.S.
Sale, The Julian, Leather Goods Co., Limited, Toronto, Ont.
Toronto Lithographing Co., Limited, The, Toronto, Ont. (Adv. page 926.)
Trunk & Leather Goods Co., Toronto, Ont.
Western Leather Goods Co., Limited, The, Toronto, Ont.
Winnett & Wellinger, Limited, Toronto, Ont.
Young Bros., Toronto, Ont.

1479 LEDGERS, Card.

Library Bureau of Canada, Limited, Ottawa, Ont.
Office Specialty Mfg. Co., Limited, Toronto, Ont.

1480 LEDGERS, Loose Leaf.

See Systems, loose leaf.

1481 LEGGINGS, Leather and Cloth.

Beal, R. M., Leather Co., Limited, Lindsay, Ont.
Beal Bros., Toronto, Ont.
Dayfoot, C. B., & Co., Georgetown, Ont.
Kelly's, Limited, Halifax, N.S.
Packard, L. H., & Co., Limited, Montreal, Que.

1482 LENSES, Spectacle.

Consolidated Optical Co., Limited, The, Toronto, Ont.

1483 LETTERS, Brass.

Martel Stewart Co., Limited, The, Montreal, Que.
Montreal Stencil Works, Montreal, Que. (Adv. page 934.)
Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
Patterson & Heward, Toronto, Ont.

1484 LETTERS, Steel Die.

Montreal Stencil Works, Montreal, Que. (Adv. page 934.)
Patterson & Heward, Toronto, Ont.
Superior Mfg. Co., Limited, Toronto, Ont.

1485 LETTERS, Window, in Enamel, Brilliant, Aluminum, etc.

Martel Stewart Co., Limited, The, Montreal, Que.

1486 LICORICE SPECIALTIES.

National Licorice Co., Montreal, Que.

1487 LIFE PRESERVERS.

See Preservers, life.

1488 LIGHTERS, Cigar, Electric.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

1489 LIGHTHOUSES.

Hamilton Bridge Works Co., Limited, The, Hamilton, Ont. (Adv. page 883.)

1490 LIGHTS, Head.

See Headlights (engine and electric car).

1491 LIGHTS, Search.

Piper, The Hiram L., Co., Limited, Montreal, Que.
Piper, The N. L., Railway Supply Co., Limited, Toronto, Ont.

1492 LIGHTS, Ship.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

1493 LIGHTS, Sidewalk Prism.

See Prisms, window and sidewalk.

1494 LIME.

Maloney, John, & Co., Toronto, Ont.
Ontario Lime Association, Toronto, Ont.
Robertson, D., & Co., Toronto, Ont. (Adv. page 1123.)
Winnipeg Supply Co., Limited, The, Winnipeg, Man.

1495 LIME, Acetate of.

Algoma Steel Co., Limited, The, Sault Ste. Marie, Ont. (Adv. page 1127.)
Ontario Lime Association, Toronto, Ont.
Standard Chemical Co. of Toronto, Limited, The, Toronto, Ont.
Wood Products Co. of Canada, Limited, Toronto, Ont.

1496 LIME JUICE.

National Drug & Chemical Co. of Canada, Limited, Montreal, Que.

1497 LIMESTONE, Dolomite, for Fluxing.

Doolittle & Wilcox, Limited, Dundas, Ont.

1498 LINENS, Clothes, Chalk, Awning.

Doon Twine & Cordage Co., Limited, The, Doon, Ont. (Adv. page 916.)
Hamilton Cotton Co., Hamilton, Ont. (Adv. page 915.)
Shurly & Derrett, Limited, Toronto, Ont. (Adv. page 916.)

1499 LINES, Clothes (Wire).

Dominion Wire Rope Co., Limited, Montreal, Que.
Western Wire & Nail Co., Limited, The, London, Ont.

1500 LINES, Fishing.

Corticelli Silk Co., Limited, Montreal, Que.
Shurly & Derrett, Limited, Toronto, Ont. (Adv. page 916.)

1501 LINES, Plow.

Doon Twine & Cordage Co., Limited, The, Doon, Ont. (Adv. page 916.)
Shurly & Derrett, Limited, Toronto, Ont. (Adv. page 916.)

1502 LININGS, Blanket, Glove, Coat, Robe, etc.

Glen Woollen Mills, Limited, Glen Williams, Ont.
Montreal Woollen Mill Co., The, Montreal, Que.
Newlands & Co., Galt, Ont.
Slingsby Mfg. Co., Limited, The, Brantford, Ont.

1503 LININGS, Carpet.

Ford, Jos., & Co., Portneuf Station, Que.
Lazier Paper Mills, Limited, Belleville, Ont.
McArthur, Alex., & Co., Limited, Montreal, Que. (Adv. page 1079.)
Montreal Paper Co., St. Basile, Que.
Montreal Quilting Co., Limited, The, Montreal, Que.

1504 LININGS, Coffin and Casket.

Elliot, James S., & Son, Prescott, Ont.
Girard & Godin, Three Rivers, Que.
Globe Casket Co., The, London, Ont.
National Casket Co., Toronto, Ont.
Semmens & Evel Casket Co., Limited, The, Hamilton, Ont.
Thompson, The D. W., Co., Limited, Toronto, Ont.

1505 LININGS, Cotton.

Dominion Textile Co., Limited, Montreal, Que.
Montreal Cotton Co., Valleyfield Que.

1506 LININGS, Flue.

Campbell's Sons, R., Hamilton, Ont.
Dominion Sewer Pipe Co., Limited, The, Swansea, Ont. (Adv. page 1104.)
Hamilton & Toronto Sewer Pipe Co., Limited, The, Hamilton, Ont.
Montreal Fire Brick Works, The, Montreal, Que.
Ontario Sewer Pipe Co., Limited, The, Mimico, Ont.
Standard Drain Pipe Co., Limited, The, St. Johns, Que. (Adv. page 1133.)
Sterne, G. F., & Sons, Brantford, Ont.

1507 LININGS, Quilted.

Montreal Quilting Co., Limited, The, Montreal, Que.

1508 LININGS, Shoe.

Dominion Textile Co., Limited, Montreal, Que.
Galt Knitting Co., Limited, Galt, Ont. (Adv. page 918.)
Johnston, H. B., & Co., Toronto, Ont.
Newlands & Co., Galt, Ont.

1509 LININGS, Stove and Range

Montreal Fire Brick Works, Montreal, Que.
Moore, Benjamin, & Co., Limited, West Toronto, Ont.
Sterne, G. F., & Sons, Brantford, Ont.

1510 LININGS, Silk.

Corticelli Silk Co., Limited, The, Montreal, Que.

1511 LINOLEUM, Plain and Printed.

Dominion Oil Cloth Co., Limited, The, Montreal, Que. (Adv. page 915.)

1512 LINSEED CAKES.

See Oil Cake, linseed.

1513 LIQUIDS, Bronzing.

Canadian Bronze Powder Works, Montreal, Que.

1514 LIQUOR, Black, Iron.

Cowan, John, Co., Limited, Montreal, Que.
Standard Chemical Co., Limited, The, Toronto, Ont.

1515 LITHOGRAMS.

Auld Mucilage Co., Montreal, Que.

1516 LITHOGRAPHERS.

American Bank Note Co., Ottawa, Ont.
Alexander & Cable Lithographing Co., Toronto, Ont.
Benallack Lithographing & Printing Co., The, Montreal, Que.
Bulman Bros., Limited, Winnipeg, Man.
Colonist Printing & Publishing Co., Limited, The, Victoria, B.C.
Consolidated Lithographing & Mfg. Co., Limited, Montreal, Que.
Copp, Clark Co., Limited, The, Toronto, Ont.
Davis & Henderson, Toronto, Ont.
Duncan Lithographing Co., Limited, The, Hamilton, Ont.
Gilmour & Kearns, Montreal, Que.

Harris Lithographing Co., The, Toronto, Ont.

Hart & Riddell, Toronto, Ont.
Hough Lithographing Co., Limited, Toronto, Ont.

Howell Lithographing Co., Hamilton, Ont.

Knowles & Co., London, Ont.

Lawson & Jones, Limited, London, Ont.

London Printing & Lithographing Co., Limited, The, London, Ont.

McAlpine Publishing Co., Limited, Halifax, N.S.

McLean, R. G., Toronto, Ont. (Adv. page 927.)

Montreal Lithographing Co., Limited, The, Montreal, Que. (Adv. page 930.)

Mortimer Co., Limited, The, Ottawa, Ont. (Adv. page 1142.)

Reid Press, Limited, The, Hamilton, Ont.

Rolph & Clark, Limited, Toronto, Ont. (Adv. page 925.)

Smith, The David, Engraving & Lithographing Co., Toronto, Ont. (Adv. page 933.)

Southam Printing & Lithographing Co., Limited, London, Ont.

Stovel Co., The, Winnipeg, Man.

Toronto Lithographing Co., Limited, The, Toronto, Ont. (Adv. page 926.)

1517 LITHOGRAPHERS, Tinware.

Aluminum and Crown Stopper Co., Toronto, Ont.
Macdonald Mfg. Co., Limited, Toronto, Ont.

1518 LOADERS, Grain.

Bell, The Robt., Engine and Thresher Co., Limited, Seaforth, Ont.

1519 LOADEDS, Hay.

Cossitt Co., Limited, The, Brockville, Ont.
Frost & Wood Co., Limited, The, Smith's Falls, Ont.
Massey-Harris Co., Limited, Toronto, Ont. (Adv. page 893.)
Maxwell, David, & Sons, St. Mary's, Ont.
Shantz, P. E., Preston, Ont.

1520 LOBSTERS, Canned.

Prowse & Sons, Murray Harbor, P.E.I.

1521 LOCKERS, Metal.

Canada Wire Goods Mfg. Co., Hamilton, Ont. (Adv. page 1086.)
Dennis Wire & Iron Works Co., Limited, London, Ont. (Adv. page 1120.)
Meadows, The Geo. B., Toronto Wire, Iron & Brass Works Co., Limited, Toronto, Ont. (Adv. page 1089.)

1522 LOCKS, Cabinet, Drawer, Cupboard, Trunk and Suit Case.

Brass and Steel Goods, Limited, Belleville, Ont.

1523 LOCKS, Dead, Mortise, Cylinder, Door, etc.

Belleville Hardware Co., Limited, The, Belleville, Ont.
Gurney, Tilden Co., Limited, The, Hamilton, Ont. (Adv. page 912.)
Mitchell, The Robert, Co., Limited, Montreal, Que.
National Hardware Co., Limited, Orillia, Ont.
Peterborough Lock Mfg. Co., Limited, The, Peterborough, Ont.
Schmidt & Co., Winnipeg, Man.

1524 LOCKS, FASTENERS AND CATCHES, Refrigerator.

Brass and Steel Goods, Limited, Belleville, Ont.

1525 LOCKS, Sash.

Belleville Hardware Co., Limited, The, Belleville, Ont.
Gurney, Tilden Co., Limited, The, Hamilton, Ont. (Adv. page 912.)
Mitchell, The Robt., Co., Limited, Montreal, Que.

National Hardware Co., Limited, Orillia, Ont.

Peterborough Lock Mfg. Co., Limited, The, Peterborough, Ont.

Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)

1526 LOCOMOTIVES.

Canada Foundry Co., Limited, Toronto, Ont.
Canadian Locomotive Co., Limited, Kingston, Ont.
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Fleming, James, St. John, N.B.
Montreal Locomotive Works, Limited, Montreal, Que.

1527 LOGS, Gas.

Campbell's Sons, R., Hamilton, Ont.

1528 LOBBIES, Spring.

Adams Wagon Co., Limited, Brantford, Ont.
Bain Wagon Co., Limited, The, Woodstock, Ont.
Chatham Wagon Co., Limited, The, Chatham, Ont.
Crossen Car Mfg. Co., of Cobourg, Limited, The, Cobourg, Ont.
Jennings, A., & Co., Montreal, Que.
Petrolia Wagon Co., Limited, Petrolia, Ont.
Smith Bros., Toronto, Ont.
Tremblay, F., & Co., Montreal, Que.
West Lorne Wagon Co., Limited, West Lorne, Ont.
Woodstock Wagon & Mfg. Co., Limited, The, Woodstock, Ont.

1529 LOUNGES.

See Couches.

1530 LUBRICATORS, Steam and Oil.

Cuthbert, W. R., & Co., Montreal, Que.
Darling Brothers, Limited, Montreal, Que.
Hamilton Brass Mfg. Co., Limited, The, Hamilton, Ont.
McAvity, T., & Sons, Limited, St. John, N.B.
Mitchell, The Robt., Co., Limited, Montreal, Que.
Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
Penberthy Injector Co., Limited, Windsor, Ont.

1531 LUMBER, Asbestos.

Ormsby, A. B., Limited, Toronto, Ont. (Adv. page 1096.)

1532 LUMBER, Ash, Basswood, Elm, Balsam, Tamarac, or Hemlock.

Andre Cushing & Co., St. John, N.B.
Brennen, The M., & Sons Mfg. Co., Hamilton, Ont.
Brockville Lumber Co., Limited, The, Brockville, Ont.
Burrill Lumber Co., The, Shawinigan Falls, Que.
Canada Wood Specialty Co., Limited, The, Orillia, Ont.
Carew, John, Lindsay, Ont.
Chalifour, O., Quebec, Que.
Charlemagne & Lac Ouareau Lumber Co., The, Montreal, Que.
Crawford, W. C., Tilbury, Ont.
Conger Lumber Co., Limited, The, Toronto, Ont.
Crockett, T., Riviere du Loup, Que.
Crown Lumber Co., Limited, The, Woodstock, Ont.
Davison Lumber Co., Limited, Bridgewater, N.S.
Dickie, The Alfred, Lumber Co., Limited, Stewiacke, N.S.
Dominion Paper Co., Montreal, Que.
Dymont Baker Lumber Co., The, London, Ont.
Empire Lumber Co., Limited, Toronto, Ont. (Adv. page 1116.)
Foster, Clement A., Haileybury, Ont.
Gillies Bros., Limited, Braeside, Ont. (Adv. page 1116.)
Gordon, Geo., & Co., Cache Bay, Ont.

Harrison, John, & Sons, Co., Limited, Owen Sound, Ont.

Irwin, R. U., & Son, Horning's Mills, Ont.

Keenan Bros., Limited, Owen Sound, Ont.

Kerr, J. & J., Co., Limited, Petrolia, Ont.

Knachtel Furniture Co., Limited, The, Hanover, Ont.

Knight Bros. Co., Limited, The, Burk's Falls, Ont.

Laidlaw, R., Lumber Co., Limited, Toronto, Ont. (Adv. page 1114.)

Laurentide Paper Co., Limited, The, Grand Mere, Que.

Likely, Jos. A., St. John, N.B.

Loveland & Stone, Outler, Ont.

MacIaden, The James, Co., Limited, Buckingham, Que.

McGibbon, F., & Sons, Penetanguishene, Ont.

Mineral Range Iron Mining Co., Limited, The, Bessemer, Ont.

Paquet & Godbout, St. Hyacinthe, Que.

Parry Sound Lumber Co., Limited, The, Toronto, Ont. (Adv. page 1114.)

Pearce Co., Limited, The, Marmora, Ont.

Quance Bros., Delhi, Ont.

Ransford, John, Clinton, Ont.

Rathbun Co., The, Deseronto, Ont.

Robinson-McKenzie Lumber Co., Limited, Cranbrook, B.C.

Rutherford, The Wm., & Sons Co., Montreal, Que. (Adv. page 1116.)

Saginaw Lumber & Salt Co., Sandwich, Ont.

Scott, A. A., McGregor, Ont.

Sheppard, James, & Son, Sorel, Que.

Smith, John B., & Sons, Limited, Toronto, Ont.

Sutherland, Innes Co., Limited, The, Chatham, Ont. (Adv. page 1114.)

Turner Lumber & Pulp Wood Co., Quebec, Que.

Woodstock Lumber & Mfg. Co., Limited, The, Woodstock, Ont.

1533 LUMBER, Cedar.

Anglo-American Lumber Co., Limited, Vancouver, B.C.
Arrow Lakes Lumber Co., Limited, Arrowhead, B.C.
Big Bend Lumber Co., Limited, Arrowhead, B.C.
B. C. Mills, Timber & Trading Co., Vancouver, B.C.
Brunette Saw Mill Co., Limited, Sapperton, B.C.
Chalifour, O., Quebec, Que.
Columbia River Lumber Co., Limited, Golden, B.C.
Cowichan Lumber Co., Limited, The, Bobcaygeon, Ont.
Crockett, T., Riviere du Loup, Que.
Emerson Lumber Co., Limited, Vancouver, B.C.
False Creek Lumber Co., Limited, Vancouver, B.C.
Foster, Clement A., Haileybury, Ont.
Fraser River Lumber Co., Limited, Fraser Mills, B.C. (Adv. page 1115.)
Gillies Bros., Limited, Braeside, Ont. (Adv. page 1116.)
Graves, Bigwood & Co., Toronto, Ont.
Hastings Shingle Mfg. Co., Limited, Vancouver, B.C.
Heaps, E. H., & Co., Vancouver, B.C.
Keenan Bros., Limited, Owen Sound, Ont.
Kerr, J. & J., Co., Limited, Petrolia, Ont.
Koch, Wm. C. E., Nelson, B.C.
Lambert, A. G., & Co., Nelson, B.C.
Leigh, James, & Sons, Victoria, B.C.
Lemon, Gonnason & Co., Victoria, B.C.
MacIaden, The James, Co., Limited, Buckingham, Que.
Metis Lumber Co., The, Price, Que.
Murray & Gregory, Limited, St. John, N.B.
Mineral Range Iron Mining Co., Limited, The, Bessemer, Ont.
North Pacific Lumber Co., Limited, Barnett, B.C.
Pacific Coast Lumber Mills, Limited, Vancouver, B.C.

- Paquet & Godbout, St. Hyacinthe, Que.
 Rat Portage Lumber Co., Limited, The, Kenora, Ont.
 Robertson & Hackett, Vancouver, B.C.
 Rogers, A. R., Lumber Co., Limited, Enderby, B.C.
 Saanich Lumber Co., Limited, Sydney, B.C.
 Sayward, J. A., Victoria, B.C.
 Shawinigan Lake Lumber Co., Limited, The, Victoria, B.C.
 Small & Bucklin Lumber Co., Limited, New Westminster, B.C.
 Sprague Lumber Co., Limited, Winnipeg, Man.
 Terminal Lumber & Shingle Co., Limited, The, Vancouver, B.C.
 Trenholme, T. A., Montreal, Que.
 Vancouver Lumber Co., Limited, Vancouver, B.C.
 Victoria Harbor Lumber Co., Limited, Toronto, Ont.
 Victoria Lumber & Mfg. Co., Limited, Chemainus, B.C.
 Western Canada Timber Co., Limited, Nelson, B.C.
- 1534 LUMBER, Douglas Fir.**
 Anglo-American Lumber Co., Limited, Vancouver, B.C.
 Armstrong Saw Mill, Armstrong, B.C.
 Arrow Lakes Lumber Co., Limited, Arrowhead, B.C.
 B. C. Mills, Timber & Trading Co., Vancouver, B.C.
 Brunette Saw Mill Co., Limited, Sapperton, B.C.
 Brockville Lumber Co., Limited, The, Brockville, Ont.
 Columbia River Lumber Co., Limited, Golden, B.C.
 Cowichan Lumber Co., Limited, The, Bobcaygeon, Ont.
 East Kootenay Lumber Co., Limited, Jaffray, B.C.
 Emerson Lumber Co., Limited, Vancouver, B.C.
 False Creek Lumber Co., Limited, Vancouver, B.C.
 Fraser River Lumber Co., Limited, Fraser Mills, B.C. (Adv. page 1115.)
 Hastings Shingle Mfg. Co., Limited, Vancouver, B.C.
 Heaps, E. H., & Co., Vancouver, B.C.
 Kerr, J. & J., Co., Limited, Petrolia, Ont.
 Koch, Wm. C. E., Nelson, B.C.
 Laidlaw, R., Lumber Co., Limited, Toronto, Ont. (Adv. page 1114.)
 Lambert, A. G., & Co., Nelson, B.C.
 Lemon, Gonnason & Co., Victoria, B.C.
 Leigh, James, & Sons, Victoria, B.C.
 Mason, Gordon & Co., Montreal, Que.
 North Pacific Lumber Co., Limited, Barnett, B.C.
 Pacific Coast Lumber Mills, Limited, Vancouver, B.C.
 Rat Portage Lumber Co., Limited, The, Kenora, Ont.
 Robertson & Hackett, Vancouver, B.C.
 Robinson-McKenzie Lumber Co., Limited, Cranbrook, B.C.
 Rogers, A. R., Lumber Co., Limited, Enderby, B.C.
 Sayward, J. A., Victoria, B.C.
 Shawinigan Lake Lumber Co., Limited, The, Victoria, B.C.
 Sprague Lumber Co., Limited, Winnipeg, Man.
 Terminal Lumber & Shingle Co., Limited, The, Vancouver, B.C.
 Vancouver Lumber Co., Limited, Vancouver, B.C.
 Victoria Lumber & Mfg. Co., Limited, Chemainus, B.C.
 Wattsburg Lumber Co., Limited, Wattsburg, Ont.
- 1535 LUMBER, Hardwood (Beech, Birch or Maple).**
 Brennan, The M., & Sons Mfg. Co., Hamilton, Ont.
 Brockville Lumber Co., Limited, The, Brockville, Ont.
 Canada Wood Specialty Co., Limited, The, Orillia, Ont.
 Carew, John, Lindsay, Ont.
 Chalifour, O., Quebec, Que.
 Clemens, The H. A., Co., Limited, Guelph, Ont.
 Columbia Handle & Lumber Co., The, London, Ont.
- Davison Lumber Co., Limited, Bridgewater, N.S.
 Dickie, The Alfred, Lumber Co., Limited, Stewiacke, N.S.
 Dominion Paper Co., Montreal, Que.
 Gignac, Beland & Cie, Quebec, Que.
 Gignac, J. H., Limited, Quebec, Que.
 Gordon, Geo., & Co., Cache Bay, Ont.
 Gravel, The A., Lumber Co., Limited, Etchemin Bridge, Que.
 Grier, G. A., & Son, Montreal, Que.
 Harrison, John, & Sons Co., Limited, Owen Sound, Ont.
 Hadley, The S., Lumber Co., Limited, Chatham, Ont.
 Irwin, R. U., & Son, Horning's Mills, Ont.
 Keenan Bros., Limited, Owen Sound, Ont.
 Kerr, J. & J., Co., Limited, Petrolia, Ont.
 Knechtel Furniture Co., Limited, The, Hanover, Ont.
 Knight Bros. Co., Limited, The, Burk's Falls, Ont.
 Laidlaw, R., Lumber Co., Limited, Toronto, Ont. (Adv. page 1114.)
 Likely, Joseph A., St. John, N.B.
 Mineral Range Iron Mining Co., Limited, The, Bessemer, Ont.
 Murray & Gregory, Limited, St. John, N.B.
 Muskoka Wood Mfg. Co., Limited, The, Huntsville, Ont.
 Paquet & Godbout, St. Hyacinthe, Que.
 Pearce Co., Limited, The, Marmora, Ont.
 Quance Bros., Delhi, Ont.
 Ransford, John, Clinton, Ont.
 Rathbun Co., The, Deseronto, Ont.
 Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091.)
 Scott, A. A., McGregor, Ont.
 Seaman, Kent Co., Limited, The, Meaford, Ont.
 Sharples, W. & J., Quebec, Que.
 Smith, John B., & Sons, Limited, Toronto, Ont.
 Standard Mills, Limited, The, Montreal, Que.
 Stewart, Robert, Limited, Guelph, Ont.
 Sutherland, Innes Co., Limited, The, Chatham, Ont. (Adv. page 1114.)
 Tait-Carrs Lumber Co., Limited, The, Orillia, Ont.
 Turner Lumber & Pulp Wood Co., Quebec, Que.
 Woodstock Lumber & Mfg. Co., Limited, The, Woodstock, Ont.
- 1536 LUMBER, Interior Finish.**
 See Mills, Planing; or Fittings, wood, etc.
- 1537 LUMBER, Oak.**
 Columbia Handle and Lumber Co., London, Ont.
 Crown Lumber Co., Limited, The, Woodstock, Ont.
 Keenan Bros., Limited, Owen Sound, Ont.
 Laidlaw, R., Lumber Co., Limited, Toronto, Ont. (Adv. page 1114.)
 Likely, Joseph A., St. John, N.B.
 Mason, Gordon & Co., Montreal, Que.
 Muskoka Wood Mfg. Co., Limited, The, Huntsville, Ont.
 Scott, A. A., McGregor, Ont.
 Sharples, W. & J., Quebec, Que.
 Stewart, Robert, Limited, Guelph, Ont.
 Sutherland, Innes Co., Limited, The, Chatham, Ont. (Adv. page 1114.)
 Toronto Junction Lumber Co., Limited, West Toronto, Ont.
 Woodstock Lumber & Mfg. Co., Limited, The, Woodstock, Ont.
- 1538 LUMBER, Pine.**
 Andre Cushing & Co., St. John, N.B.
 Armstrong Saw Mill, Armstrong, B.C.
 Arrow Lakes Lumber Co., Limited, Arrowhead, B.C.
 Belgo-Canadian Pulp and Paper Co., Limited, Shawinigan Falls, Que.
- Big Bend Lumber Co., Limited, Arrowhead, B.C.
 Booth, J. R., Ottawa, Ont.
 Booth & Shannon, Biscotasing, Ont.
 Breakey, John, Chaudiere Mills, Que.
 Brennan, The M., & Sons Mfg. Co., Hamilton, Ont.
 Brockville Lumber Co., Limited, Brockville, Ont.
 Bryan Mfg. Co., Limited, The, Collingwood, Ont.
 Burrill Lumber Co., The, Shawinigan Falls, Que.
 Carew, John, Lindsay, Ont.
 Chalifour, O., Quebec, Que.
 Charlemagne & Lac Ouareau Lumber Co., The, Montreal, Que.
 Clemens, The H. A., Co., Limited, Guelph, Ont.
 Cleveland-Sarnia Saw Mills Co., Limited, The, Sarnia, Ont.
 Columbia River Lumber Co., Limited, The, Golden, B.C.
 Conger Lumber Co., Limited, The, Toronto, Ont.
 Crockett, T., Riviere du Loup, Que.
 Davison Lumber Co., Limited, Bridgewater, N.S.
 Dickie, The Alfred, Lumber Co., Limited, Stewiacke, N.S.
 Dominion Paper Co., Montreal, Que.
 Dymont-Baker Lumber Co., The, London, Ont.
 East Kootenay Lumber Co., Limited, Jaffray, B.C.
 Empire Lumber Co., Limited, Toronto, Ont. (Adv. page 1116.)
 Foster, Clement A., Haileybury, Ont.
 Georgian Bay Lumber Co., Limited, The, Waubesa, Ont.
 Gignac, J. H., Limited, Quebec, Que.
 Gillies Bros., Limited, Braeside, Ont. (Adv. page 1114.)
 Gordon, Geo., & Co., Cache Bay, Ont.
 Gravel, The A., Lumber Co., Limited, Etchemin Bridge, Que.
 Graves, Bigwood & Co., Toronto, Ont.
 Grier, G. A., & Son, Montreal, Que.
 Harrison, John, & Sons Co., Limited, Owen Sound, Ont.
 Hadley, The S., Lumber Co., Limited, Chatham, Ont.
 Keenan Bros., Limited, Owen Sound, Ont.
 Kerr, J. & J., Co., Limited, Petrolia, Ont.
 Koch, Wm. C. E., Nelson, B.C.
 Laidlaw, R., Lumber Co., Limited, Toronto, Ont. (Adv. page 1114.)
 Lambert, A. G., & Co., Nelson, B.C.
 Laurentide Paper Co., Limited, The, Grand Mere, Que.
 Leigh, James, & Sons, Victoria, B.C.
 Likely, Joseph A., St. John, N.B.
 Loveland & Stone, Cutler, Ont.
 MacLaren, The James, Co., Limited, Buckingham, Que.
 Mason, Gordon & Co., Montreal, Que.
 McGibbon, F., & Sons, Penetanguishene, Ont.
 Mineral Range Iron Mining Co., Limited, The, Bessemer, Ont.
 Murray & Gregory, Limited, St. John, N.B.
 Paquet & Godbout, St. Hyacinthe, Que.
 Parry Sound Lumber Co., Limited, Toronto, Ont. (Adv. page 1104.)
 Pearce Co., Limited, The, Marmora, Ont.
 Pigeon River Lumber Co., Port Arthur, Ont.
 Playfair & White, Midland, Ont.
 Quance Bros., Delhi, Ont.
 Rathbun Co., The, Deseronto, Ont.
 Rat Portage Lumber Co., Limited, The, Kenora, Ont.
 Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091.)
 Robinson-McKenzie Lumber Co., Limited, Cranbrook, B.C.
 Rogers, A. R., Lumber Co., Limited, Enderby, B.C.
 Rood & McGregor, New Glasgow, N.S.
- Rutherford, The Wm., & Sons Co., Montreal, Que. (Adv. page 1116.)
 Rousseau, J. A., Ste. Anne de la Perade, Que.
 Saanich Lumber Co., Limited, Sydney, B.C.
 Saginaw Lumber & Salt Co., Sandwich, Ont.
 Sharples, W. & J., Quebec, Que.
 Shawinigan Lake Lumber Co., Limited, The, Victoria, B.C.
 Sheppard, James, & Son, Sorel, Que.
 Shives Lumber Co., Limited, Campbellton, N.B.
 Small & Bucklin Lumber Co., Limited, New Westminster, B.C.
 Smith, John B., & Sons, Limited, Toronto, Ont.
 Sprague Lumber Co., Limited, Winnipeg, Man.
 Stewart, Robert, Limited, Guelph, Ont.
 Tait-Carrs Lumber Co., Limited, The, Orillia, Ont.
 Toronto Junction Lumber Co., Limited, West Toronto, Ont.
 Tourville Lumber Mills Co., Montreal, Que.
 Turner Lumber Co., Limited, The, Toronto, Ont.
 Turner Lumber & Pulp Wood Co., Quebec, Que.
 Victoria Harbor Lumber Co., Limited, Toronto, Ont.
 Victoria Lumber & Mfg. Co., Limited, Chemainus, B.C.
 Wattsburg Lumber Co., Limited, Wattsburg, B.C.
 Western Canada Timber Co., Limited, Nelson, B.C.
 Woodstock Lumber & Mfg. Co., Limited, The, Woodstock, Ont.
- 1539 LUMBER, Spruce.**
 Andre Cushing & Co., St. John, N.B.
 Anglo-American Lumber Co., Limited, Vancouver, B.C.
 Arrow Lakes Lumber Co., Limited, Arrowhead, B.C.
 Belgo-Canadian Pulp and Paper Co., Limited, Shawinigan Falls, Que.
 Booth, J. R., Ottawa, Ont.
 Breakey, John, Chaudiere Mills, Que.
 British Columbia Canning Co., Limited, Victoria, B.C.
 Brockville Lumber Co., Limited, The, Brockville, Ont.
 Brunette Saw Mill Co., Limited, Sapperton, B.C.
 Bryan Mfg. Co., Limited, The, Collingwood, Ont.
 Burrill Lumber Co., The, Shawinigan Falls, Que.
 Canada Wood Specialty Co., Limited, The, Orillia, Ont.
 Carew, John, Lindsay, Ont.
 Chalifour, O., Quebec, Que.
 Charlemagne & Lac Ouareau Lumber Co., The, Montreal, Que.
 Clemens, The H. A., Co., Limited, Guelph, Ont.
 Crockett, T., Riviere du Loup, Que.
 Davison Lumber Co., Limited, Bridgewater, N.S.
 Dickie, The Alfred, Lumber Co., Limited, Stewiacke, N.S.
 Dominion Paper Co., Montreal, Que.
 Dymont-Baker Lumber Co., The, London, Ont.
 Empire Lumber Co., Limited, Toronto, Ont. (Adv. page 1116.)
 False Creek Lumber Co., Limited, Vancouver, B.C.
 Foster, Clement A., Haileybury, Ont.
 Fraser River Lumber Co., Limited, Fraser Mills, B.C. (Adv. page 1115.)
 Gignac, J. H., Limited, Quebec, Que.
 Gillies Bros., Limited, Braeside, Ont. (Adv. page 1116.)
 Gordon, Geo., & Co., Cache Bay, Ont.
 Gravel, The A., Lumber Co., Limited, Etchemin Bridge, Que.
 Graves, Bigwood & Co., Toronto, Ont.
 Grier, G. A., & Son, Montreal, Que.
 Hanbury Mfg. Co., The, Brandon, Man.
 Harrison, John, & Sons, Co., Limited, Owen Sound, Ont.
 Hastings Shingle Mfg. Co., Limited, The, Vancouver, B.C.

Heaps, E. H., & Co., Vancouver, B.C.
 Jonquiere Pulp Co., Jonquiere, Que.
 Kerr, J. & J., Co., Limited, Petrolia, Ont.
 Knight Bros. Co., Limited, The, Burk's Falls, Ont.
 Laidlaw, R., Lumber Co., Limited, Toronto, Ont. (Adv. page 1114.)
 Lake Megantic Pulp Co., Lake Megantic, Que.
 Lambert, A. G., & Co., Nelson, B.C.
 Laurentide Paper Co., Limited, The, Grand Mere, Que.
 Leigh, James, & Sons, Victoria, B.C.
 Lemon, Gonnason & Co., Victoria, B.C.
 Loveland & Stone, Outler, Ont.
 McGibbon, F., & Sons, Penetanguishene, Ont.
 Mineral Range Iron Mining Co., Limited, The, Bessemer, Ont.

Murray & Gregory, Limited, St. John, N.B.
 McLaren, The James, Co., Limited, Buckingham, Que.
 Metis Lumber Co., The, Price, Que.
 Oyamel Co., Quebec, Que.
 Pacific Coast Lumber Mills, Limited, Vancouver, B.C.
 Palliser Lumber Co., Palliser, B.C.
 Paquet & Godbout, St. Hyacinthe, Que.
 Pauze, The U., & Fils Co., Montreal, Que.
 Price Bros. & Co., Limited, Quebec, Que.
 Rathbun Co., The, Deseronto, Ont.
 Rat Portage Lumber Co., Limited, The, Kenora, Ont.
 Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091.)
 Robertson & Hackett, Vancouver, B.C.
 Robinson-McKenzie Lumber Co., Limited, Cranbrook, B.O.

Rood & McGregor, New Glasgow, N.S.
 Rousseau, J. A., Ste. Anne de la Perade, Que.
 Rutherford, The Wm., & Sons Co., Montreal, Que. (Adv. page 1116.)
 Samson, Joseph, Quebec, Que.
 Sayward, J. A., Victoria, B.C.
 Sharples, W. & J., Quebec, Que.
 Sheppard, James, & Son, Sorel, Que.
 Shives Lumber Co., Limited, Campbellton, N.B.
 Smith, John B., & Sons, Limited, Toronto, Ont.
 Sprague Lumber Co., Limited, Winnipeg, Man.
 Tait-Carrs Lumber Co., Limited, The, Orillia, Ont.
 Terminal Lumber & Shingle Co., Limited, The, Vancouver, B.O.
 Tourville Lumber Mills Co., The, Montreal, Que.
 Trenholme, T. A., Montreal, Que.
 Turner Lumber Co., Limited, The, Toronto, Ont.

Turner Lumber & Pulp Wood Co., Quebec, Que.
 Vancouver Lumber Co., Limited, Vancouver, B.C.

1540 LUMBER, Veneered.

See Veneers.

1541 LUMBER AND TIMBER, Fireproofed.

Electric Fire-Proofing Co., of Canada, Limited, The, Montreal, Que.

1542 LUXIFER PRISMS.

See Prisms, window and sidewalk.

1543 LYE, Concentrated.

Darling & Brady, Montreal, Que.
 Richards Pure Soap Co., Limited, The, Woodstock, Ont.
 Royal Crown Soaps, Limited, The, Winnipeg, Man.

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1544 MACARONI AND VERMICELLI.

Catelli, La Cie C. H., Ltee, Montreal, Que.
 Dominion Biscuit Co., Limited, Vancouver, B.C.

1545 MACHINERY, Abattoir.

Linde British Refrigeration Co., Limited, The, Montreal, Que. (Adv. page 1111.)
 Perrin, Wm. R., & Co., Limited, Toronto, Ont. (Adv. page 896.)
 Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)
 Whitfield, The John, Co., Toronto, Ont.

1546 MACHINERY, Bakers' and Confectioners'.

Baker, Joseph, & Sons, Limited, Brantford, Ont.
 Bawden Machine & Tool Co., Limited, Toronto, Ont.
 Booth Copper Co., Limited, The, Toronto, Ont.
 Fletcher Mfg. Co., Limited, Toronto, Ont.
 Gardner, Robt., & Son, Limited, Montreal, Que. (Adv. page 896.)
 Macnab & Roberts, Limited, Winnipeg, Man.
 Shirreff Mfg. Co., Limited, Brockville, Ont.
 Turner, John, & Son, Toronto, Ont.

1547 MACHINERY, Bending.

Bertram, The John, & Sons Co., Limited, Dundas, Ont. (Adv. page 899.)
 Hespeler Machinery Co., Limited, Hespeler, Ont. (Adv. page 909.)

1548 MACHINERY, Blacksmiths'.

Canadian Buffalo Forge Co., Limited, Montreal, Que.

1549 MACHINERY, Bolt and Nut, Pipe Cutting and Threading.

Armstrong, Mervin, Toronto, Ont.
 Bertram, The John, & Sons Co., Limited, Dundas, Ont. (Adv. page 899.)
 Jardine, A. B., & Co., Hespeler, Ont.
 London Machine Tool Co., Limited, The, Hamilton, Ont. (Adv. page 902.)
 McDougall, The R., Co., Limited, Galt, Ont. (Adv. page 896.)
 Shantz, I. E., & Co., Berlin, Ont.

1550 MACHINERY, Bookbinders'.

Gardner, Robt., & Son, Limited, Montreal, Que. (Adv. page 896.)
 Miller & Richard, Toronto, Ont.

1551 MACHINERY, Bottle Washing.

Aluminum & Crown Stopper Co., Toronto, Ont.

1552 MACHINERY, Bottling.

Aluminum & Crown Stopper Co., Toronto, Ont.
 Freyseng Cork Co., Limited, Toronto, Ont.
 McLaughlin, J. J., Limited, Toronto, Ont.
 Morrison, The, James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

1553 MACHINERY, Brick, Tile and Clay.

Baird, H. C., Son & Co., Parkhill, Ont.
 Bechtels, Limited, Waterloo, Ont.
 Berg Machinery Mfg. Co., Limited, Toronto, Ont.
 Doig, A. E., & Co., Toronto, Ont.
 Paquet & Godbout, St. Hyacinthe, Que.
 Stuart Machinery Co., Limited, The, Winnipeg, Man.
 Watrous Engine Works Co., Limited, Brantford, Ont. (Adv. page 889.)

1554 MACHINERY, Butter and Cheese Factory.

Plessisville, La Fonderie de, Plessisville, Que.
 Richardson, C., & Co., St. Mary's, Ont.

1555 MACHINERY, Can Making.

See Machinery, Tinware, etc.

1556 MACHINERY, Canning.

Brown, Boggs Co., Limited, The, Hamilton, Ont. (Adv. page 1083.)
 Jeffrey Mfg. Co., The, Montreal, Que. (Adv. page 1100.)
 Letson & Burpee, Limited, Vancouver, B.C.
 Perrin, Wm. R., & Co., Limited, Toronto, Ont. (Adv. page 896.)
 Schaaek Machine Works, Limited, New Westminster, B.C.

1557 MACHINERY, Cement Making.

Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902.)
 Berg Machinery Mfg. Co., Limited, Toronto, Ont.
 Corbet Foundry & Machine Co., The, Owen Sound, Ont.
 Hamilton, Wm., Co., Limited, Peterborough, Ont.
 McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)
 Owen Sound Iron Works Co., Limited, The, Owen Sound, Ont.
 Watrous Engine Works Co., Limited, The, Brantford, Ont. (Adv. page 889.)

1558 MACHINERY, Centrifugal.

De Laval Mfg. Co., The, Montreal, Que.

1559 MACHINERY, Coal Handling.

Beatty, M., & Sons, Limited, Welland, Ont. (Adv. page 888.)

Brown Machine Co., The, New Glasgow, N.S.
 Jeffrey Mfg. Co., The, Montreal, Que. (Adv. page 1100.)
 Matheson, I., & Co., Limited, New Glasgow, N.S.

1560 MACHINERY, Conveyor

Beatty Bros., Fergus, Ont.
 Brown Machine Co., The, New Glasgow, N.S.
 Dodge Mfg. Co. of Toronto, Limited, Toronto, Ont. (Adv. page 903.)
 Hamilton, Wm., Co., Limited, Peterborough, Ont.
 Jeffrey Mfg. Co., Montreal, Que. (Adv. page 1100.)
 McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)
 Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)
 Perrin, Wm. R., & Co., Limited, Toronto, Ont. (Adv. page 896.)

1561 MACHINERY, Dredging.

Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902.)
 Beatty, M., & Sons, Limited, Welland, Ont. (Adv. page 888.)
 Chaudiere Machinery & Foundry Co., Limited, Ottawa, Ont.
 Hamilton, Wm., Co., Limited, Peterborough, Ont.
 Manson Mfg. Co., Thorold, Ont.
 Powers, P. J., Co., Limited, Ottawa, Ont.

1562 MACHINERY, Electrical.

Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902.)
 Canadian General Electric Co., Limited, Toronto, Ont. (Adv. page 1077.)
 Consolidated Electric Co., Limited, Toronto, Ont.
 Electrical Construction Co., Limited, The, London, Ont.
 Forman, John, Montreal, Que.
 Hinton Electric Co., Limited, The, Vancouver, B.C.
 Packard Electric Co., Limited, The, St. Catharines, Ont.
 Stuart Machinery Co., Limited, The, Winnipeg, Man.
 Turner, John, & Son, Toronto, Ont.

1563 MACHINERY, Emery Wheel.

Canadian Hart Wheels, Limited, Hamilton, Ont. (Adv. page 1131.)
 Prescott Emery Wheel Co., Limited, Prescott, Ont.

1564 MACHINERY, Felt.

Shantz, I. E., & Co., Berlin, Ont.

1565 MACHINERY, Flax Mill.

Bell, The Robt., Engine & Thresher Co., Limited, Seaforth, Ont.

1566 MACHINERY, Flour and Oatmeal Mill.

Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902.)

Goldie & McCulloch Co., Limited, The, Galt, Ont. (Adv. page 885.)
 McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)
 Stratford Mill Building Co., Limited, The, Stratford, Ont.
 Stuart Machinery Co., Limited, The, Winnipeg, Man.

1567 MACHINERY, Furniture Factory.

See Machinery, Woodworking.

1568 MACHINERY AND APPARATUS, Gas Plant.

Economical Gas Apparatus Construction Co., Limited, The, Toronto, Ont.

1569 MACHINERY, Grain Elevator.

Goldie & McCulloch Co., Limited, The, Galt, Ont. (Adv. page 885.)
 Manitoba Bridge & Iron Works, Limited, The, Winnipeg, Man.
 Stratford Mill Building Co., Limited, The, Stratford, Ont.
 Vulcan Iron Works, Limited, The, Winnipeg, Man.

1570 MACHINERY, Grain Handling.

Dodge Mfg. Co. of Toronto, Limited, Toronto, Ont. (Adv. page 903.)
 Jeffrey Mfg. Co., The, Montreal, Que. (Adv. page 1100.)

1571 MACHINERY, Grinding and Polishing.

Canadian Hart Wheels, Limited, Hamilton, Ont. (Adv. page 1131.)
 Cowan & Co., of Galt, Limited, Galt, Ont.
 Prescott Emery Wheel Co., Limited, Prescott, Ont.
 Williams, The A. R., Co., Limited, Toronto, Ont.

1572 MACHINERY, Hoisting.

Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902.)
 Beatty, M., & Sons, Limited, Welland, Ont. (Adv. page 888.)
 Hamilton, Wm., Co., Limited, Peterborough, Ont.
 Jeffrey Mfg. Co., The, Montreal, Que. (Adv. page 1100.)
 Jenckes Machine Co., Limited, The, Sherbrooke, Que.
 Manson Mfg. Co., Thorold, Ont.
 McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)
 Marsh & Henthorn, Limited, Belleville, Ont.
 Matheson, I., & Co., Limited, New Glasgow, N.S.
 Mount Royal Foundry Co., Limited, The, Montreal, Que.
 Polson Iron Works, Limited, Toronto, Ont. (Adv. page 1123.)
 Watrous Engine Works Co., Limited, The, Brantford, Ont. (Adv. page 889.)

- 1573 **MACHINERY, Hoop, Stave and Heading.**
Park Bros., Chatham, Ont.
Starr Mfg. Co., Limited, The, Dartmouth, N.S.
Windsor Foundry & Machine Co., Limited, Windsor, N.S.
- 1574 **MACHINERY, Hydraulic.**
Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902.)
McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)
- 1575 **MACHINERY, Ice Cream.**
Fletcher Mfg. Co., Limited, Toronto, Ont.
McLaughlin, J. J., Limited, Toronto, Ont.
Turner, John, & Son, Toronto, Ont.
- 1576 **MACHINERY, Ice Making.**
Linde British Refrigeration Co., Limited, The, Montreal, Que. (Adv. page 1111.)
- 1577 **MACHINERY, Iron Working.**
Bertram, The John, & Sons Co., Limited, Dundas, Ont. (Adv. page 899.)
Gardner, Robt., & Son, Limited, Montreal, Que. (Adv. page 896.)
Hamilton Tool Co., Limited, Hamilton, Ont.
London Machine Tool Co., Limited, The, Hamilton, Ont. (Adv. page 902.)
McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)
McDougall, The R., Co., Limited, Galt, Ont. (Adv. page 896.)
MacGregor, Gourlay Co., Limited, The, Galt, Ont.
Stevens Co. of Galt, Limited, The, Galt, Ont.
Stuart Machinery Co., Limited, The, Winnipeg, Man.
- 1578 **MACHINERY, Knitting.**
Creelman Bros., Georgetown, Ont.
- 1579 **MACHINERY, Lath Mill.**
Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902.)
Bell, The Robt., Engine & Thresher Co., Limited, Seaforth, Ont.
Bertrand, La Compagnie Manufacturiere, F. X., St. Hyacinthe, Que.
Hamilton, Wm., Co., Limited, Peterborough, Ont.
Long, The E., Mfg. Co., Limited, Orillia, Ont.
McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)
Mowry & Sons, Gravenhurst, Ont.
Oxford Foundry & Machine Co., Oxford, N.S.
Payette, P., & Co., Penetanguishene, Ont.
Petrie, H. W., Limited, Toronto, Ont.
Plessisville, La Fonderie de, Plessisville, Que.
Robb Engineering Co., Limited, Amherst, N.S. (Adv. page 886.)
Starr Mfg. Co., Limited, The, Dartmouth, N.S.
St. John Iron Works, Limited, St. John, N.B.
Waterous Engine Works Co., Limited, The, Brantford, Ont. (Adv. page 889.)
Williams, The A. R., Machinery Co., Limited, Toronto, Ont.
Williams, The Madison, Mfg. Co., Limited, Lindsay, Ont.
- 1580 **MACHINERY, Laundry.**
Constantin & O'Brien, Montreal, Que.
Stuart Machinery Co., Limited, The, Winnipeg, Man.
Toronto Laundry Machine Co., Limited, Toronto, Ont.
Turner, John, & Son, Toronto, Ont.
- 1581 **MACHINERY, Leather.**
Drolet, F. X., Quebec, Que.
- 1582 **MACHINERY, Mining.**
Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902.)
Berg Machinery Mfg. Co., Limited, Toronto, Ont.
- Brown Machine Co., The, New Glasgow, N.S.
Burrell Rock Drill Co., Limited, The, Belleville, Ont.
Canadian Rand Co., Limited, Montreal, Que.
Cumming, J. W., & Son, New Glasgow, N.S.
Dominion Rock Drill Co., Limited, Peterborough, Ont.
Hamilton, Wm., Co., Limited, Peterborough, Ont.
Jenckes Machine Co., Limited, The, Sherbrooke, Que.
McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)
Marsh & Henthorn, Limited, Belleville, Ont.
Matheson, I., & Co., Limited, New Glasgow, N.S.
Moir, W. & A., Halifax, N.S.
Mussens, Limited, Montreal, Que.
Oxford Foundry & Machine Co., Oxford, N.S.
Vancouver Engineering Works, Limited, Vancouver, B.C.
Windsor Foundry & Machine Co., Limited, Windsor, N.S.
- 1583 **MACHINERY, Nail Making.**
Maritime Nail Co., Limited, St. John, N.B.
- 1584 **MACHINERY, Packing House.**
See Machinery, Abattoir.
- 1585 **MACHINERY, Paper Mill.**
Jenckes Machine Co., Limited, Sherbrooke, Que.
Manson Mfg. Co., Thorold, Ont.
Waterous Engine Works Co., Limited, The, Brantford, Ont. (Adv. page 889.)
- 1586 **MACHINERY, Pipe Threading.**
See Machinery, Bolt and Nut, etc.
- 1587 **MACHINERY, Power Transmission.**
Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902.)
Dodge Mfg. Co. of Toronto, Limited, Toronto, Ont. (Adv. page 903.)
Goldie & McCulloch Co., Limited, The, Galt, Ont. (Adv. page 885.)
Hamilton, Wm., Co., Limited, Peterborough, Ont.
Jeffrey Mfg. Co., Montreal, Que. (Adv. page 1100.)
Laurie Engine & Machine Co., Limited, Montreal, Que.
McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)
Reeves Pulley Mfg. Co., Limited, The, Toronto, Ont.
- 1588 **MACHINERY, Pulpwood and Pulp.**
Fleming, James, St. John, N.B.
Hamilton, Wm., Co., Limited, Peterborough, Ont.
Jenckes Machine Co., Limited, Sherbrooke, Que.
Manson Mfg. Co., Thorold, Ont.
McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)
Robb Engineering Co., Limited, The, Amherst, N.S. (Adv. page 886.)
Sylvester Mfg. Co., Limited, The, Lindsay, Ont.
Waterous Engine Works Co., Limited, Brantford, Ont. (Adv. page 889.)
- 1589 **MACHINERY, Pumping.**
Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902.)
Canada Foundry Co., Limited, Toronto, Ont.
Canadian Buffalo Forge Co., Limited, Montreal, Que.
Hamilton, Wm., Co., Limited, Peterborough, Ont.
McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)
McDougall, The R., Co., Limited, Galt, Ont. (Adv. page 896.)
Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)
Sylvester Mfg. Co., Limited, Lindsay, Ont.
- 1590 **MACHINERY, Refrigerating and Cold Storage.**
Linde British Refrigeration Co., Limited, The, Montreal, Que. (Adv. page 1111.)
- 1591 **MACHINERY, Roadmaking**
Bell, B., & Son Co., Limited, St. George, Ont.
Bell, The Robt., Engine & Thresher Co., Limited, Seaforth, Ont.
Sawyer & Massey Co., Limited, Hamilton, Ont.
- 1592 **MACHINERY, Rock Drilling (Sub-marine).**
Beatty, M., & Sons, Limited, Welland, Ont. (Adv. page 888.)
- 1593 **MACHINERY, Saw and Shingle Mill.**
Albion Iron Works, Limited, Vancouver, B.C.
Alexander Fleck, Limited, Ottawa, Ont.
Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902.)
Ballantine, John, & Co., Preston, Ont.
Bell, The Robt., Engine & Thresher Co., Limited, Seaforth, Ont.
Berlin Machine Works, Limited, Hamilton, Ont. (Adv. page 906.)
Bertrand, La Compagnie Manufacturiere, F. X., St. Hyacinthe, Que.
Chalfour, O., & Fils, Limitee, St. Hyacinthe, Que.
Cowan & Co. of Galt, Limited, Galt, Ont.
Desjardins, La Compagnie, St. Andre de Kamouraska, Que.
Drolet, F. X., Quebec, Que.
Fleming, James, St. John, N.B.
Gardner, Robt., & Son, Limited, Montreal, Que. (Adv. page 896.)
Hamilton, Wm., Co., Limited, Peterborough, Ont.
Jackson, Cochrane & Co., Berlin, Ont.
Jenckes Machine Co., Limited, The, Sherbrooke, Que.
Letson & Burpee, Vancouver, B.C.
Long, The E., Mfg. Co., Limited, Orillia, Ont.
Manitoba Bridge & Iron Works, Limited, The, Winnipeg, Man.
McKeough & Trotter, Limited, Chatham, Ont.
Midland Engine Works Co., Midland, Ont.
Mowry & Sons, Gravenhurst, Ont.
Muskoka Foundry Co., Bracebridge, Ont.
Owen Sound Iron Works Co., Limited, The, Owen Sound, Ont.
Oxford Foundry & Machine Co., Oxford, N.S.
Park Bros., Chatham, Ont.
Payette, P., & Co., Penetanguishene, Ont.
Petrie, H. W., Limited, Toronto, Ont.
Plessisville, La Fonderie de, Plessisville, Que.
Robb Engineering Co., Limited, Amherst, N.S. (Adv. page 886.)
Ross & Howard Iron Works Co., Limited, Vancouver, B.C.
Sawyer & Massey Co., Limited, Hamilton, Ont.
Schacke Machine Works, Limited, The, New Westminster, B.C.
Starr Mfg. Co., Limited, The, Dartmouth, N.S.
Stewart, Bruce, & Co., Charlottetown, P.E.I.
Stuart Machinery Co., Limited, The, Winnipeg, Man.
Waterous Engine Works Co., Limited, Brantford, Ont. (Adv. page 889.)
White, The George, & Sons Co., Limited, London, Ont.
Williams, The A. R., Machinery Co., Limited, Toronto, Ont.
Williams, The Madison, Mfg. Co., Limited, Lindsay, Ont.
Windsor Foundry & Machine Co., Limited, Windsor, N.S.
- 1594 **MACHINERY, Sheet Metal Working.**
Brown, Boggs Co., Limited, The, Hamilton, Ont. (Adv. page 1105.)
London Machine Tool Co., Limited, The, Hamilton, Ont. (Adv. page 902.)
- 1595 **MACHINERY, Shoe.**
Augustin & Daudelin, St. Hyacinthe, Que.
Constantin & O'Brien, Montreal, Que.
United Shoe Machinery Co. of Canada, Montreal, Que.
- 1596 **MACHINERY, Smelting.**
Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902.)
McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)
- 1597 **MACHINERY, Soda and Aerated Water.**
Fletcher Mfg. Co., Limited, Toronto, Ont.
Wilson & Cousins, Toronto, Ont.
- 1598 **MACHINERY, Special.**
Armstrong, Mervin, Toronto, Ont.
Augustin & Daudelin, St. Hyacinthe, Que.
Ballantine, John, & Co., Limited, Preston, Ont.
Bawden Machine & Tool Co., Limited, Toronto, Ont.
Bredannaz, Louis, & Sons, Toronto, Ont.
Canadian Hart Wheels, Limited, Hamilton, Ont. (Adv. page 1131.)
Canadian Rand Co., Limited, Montreal, Que.
Cleal, Joseph P., Toronto, Ont.
Cowan & Co. of Galt, Limited, Galt, Ont.
Gardner, Robert, & Son, Limited, Montreal, Que. (Adv. page 896.)
Hall, James B., Toronto, Ont.
Hamilton Tool Co., Limited, Hamilton, Ont.
Hamilton, Wm., Co., Limited, Peterborough, Ont.
Higel, The Otto, Co., Limited, Jeffrey Mfg. Co., The, Montreal, Que. (Adv. page 1100.)
London Machine Tool Co., Limited, The, Hamilton, Ont. (Adv. page 902.)
McDougall, The R., Co., Limited, Galt, Ont. (Adv. page 896.)
Maritime Nail Co., Limited, St. John, N.B.
Norsworthy, C., & Co., St. Thomas, Ont.
Perrin, Wm. R., & Co., Limited, Toronto, Ont. (Adv. page 896.)
Plessisville, La Fonderie de, Plessisville, Que.
Robb Engineering Co., Limited, Amherst, N.S. (Adv. page 886.)
Schofield-Holten Machine Co., Limited, Toronto, Ont.
Shantz, I. E., & Co., Berlin, Ont.
Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)
Standard Contracting Co., Limited, Toronto, Ont.
Sutherland Rifle Sight Co., Limited, The, New Glasgow, N.S. (Adv. page 1090.)
Toronto Laundry Machine Co., Limited, Toronto, Ont.
Turner, John, & Son, Toronto, Ont.
Whitfield, The John, Co., Toronto, Ont.
- 1599 **MACHINERY, Stamp Mill.**
Jenckes Machine Co., Limited, The, Sherbrooke, Que.
Matheson, I., & Co., Limited, New Glasgow, N.S.
- 1600 **MACHINERY, Tannery.**
Martin Pump & Machine Co., Toronto, Ont.
Muskoka Foundry Co., Bracebridge, Ont.
Shantz, I. E., & Co., Berlin, Ont.
Woon, R., & Co., Oshawa, Ont.
- 1601 **MACHINERY, Textile.**
Berlin Machine Works, Limited, Hamilton, Ont. (Adv. page 906.)
Bredannaz, Louis, & Sons, Toronto, Ont.
Karch, H. W., Hespeler, Ont.
- 1602 **MACHINERY, Tinware, Tinsmiths' and Can Making.**
Brown-Boggs Co., Limited, The, Hamilton, Ont. (Adv. page 1083.)
Letson & Burpee, Limited, Vancouver, B.C.
London Machine Tool Co., Limited, The, Hamilton, Ont. (Adv. page 902.)
Schacke Machine Works, Limited, The, New Westminster, B.C.

1603 MACHINERY, Water-Wheel.
Hamilton, Wm. Co., Limited,
Peterborough, Ont.
Jenckes Machine Co., Limited,
The, Sherbrooke, Que.
Plessisville, La Fonderie de,
Plessisville, Que.

1604 MACHINERY, Weighing.
See Scales.

**1605 MACHINERY, Well Drill-
ing.**
Brandon Machine Works Co., Lim-
ited, Brandon, Man.
Kerr, J. & J. Co., Limited, The,
Petrolia, Ont.
Norsworthy, C. & Co., St.
Thomas, Ont.
Oil Well Supply Co., Limited,
Petrolia, Ont. (Adv. page 1132.)

**1606 MACHINERY, Woodwork-
ing.**
Ballantine, John, & Co., Limited,
Preston, Ont.
Bell, B., & Son Co., Limited, St.
George, Ont.
Berlin Machine Works, Limited,
Hamilton, Ont. (Adv. page 906.)
Bertrand, La Compagnie Manufac-
turiere, F. X., St. Hyacinthe,
Que.
Cowan & Co. of Galt, Limited,
Galt, Ont.
Gardner, Robt., & Son, Limited,
Montreal, Que. (Adv. page 896.)
Goldie & McCulloch Co., Limited,
The, Galt, Ont. (Adv. page 885.)
Hespeler Machinery Co., Limited,
Hespeler, Ont. (Adv. page 909.)
Jackson, Cochrane & Co., Berlin,
Ont.
MacGregor, Gourlay Co., Limited,
The, Galt, Ont.
Park Bros., Chatham, Ont.
Petrie, H. W., Limited, Toronto,
Ont.
Plessisville, La Fonderie de,
Plessisville, Que.
Shantz, I. E. & Co., Berlin, Ont.
Stuart Machinery Co., Limited,
The, Winnipeg, Man.
Sussex Mfg. Co., Limited, The,
Sussex, N.S.
Williams, The A. R., Machinery
Co., Limited, Toronto, Ont.

1607 MACHINERY, Woollen.
See Machinery, Textile.

1608 MACHINES, Acetylene Gas
See Generators, Acetylene Gas.

1609 MACHINES & BLANKS,
Button.
St. Lawrence Steel & Wire Co.,
Limited, Gananoque, Ont.

1610 MACHINES, Boring.
Bertram, The John, & Sons Co.,
Limited, Dundas, Ont. (Adv.
page 899.)
Cumming, J. W., & Son, New
Glasgow, N.S.
Hespeler Machinery Co., Limited,
Hespeler, Ont. (Adv. page 909.)
London Machine Tool Co., Limited,
Hamilton, Ont. (Adv. page 902.)
Norsworthy, C. & Co., St.
Thomas, Ont.
Oil Well Supply Co., Limited,
Petrolia, Ont. (Adv. page 1132.)

1611 MACHINES, Bottling.
See Machinery, Bottling.

**1612 MACHINES, Cheese and
Meat Cutting.**
Computing Scale Co. of Canada,
Limited, Toronto, Ont.

1613 MACHINES, Cloth Cutting,
Electric.
Eastman Machine Co., Limited, The,
Toronto, Ont.

1614 MACHINES, Composing.
See Machines, typesetting.

**1615 MACHINES, Concrete
Block.**
Mussens, Limited, Montreal, Que.
Stewart, The James, Mfg. Co., Lim-
ited, Woodstock, Ont.
Woodstock Wind-Motor Co., Lim-
ited, Woodstock, Ont.

1616 MACHINES, Copying.
Library Bureau of Canada, Lim-
ited, Ottawa, Ont.
Office Specialty Mfg. Co., Limited,
The, Toronto, Ont.

1617 MACHINES, Ditching.
Bestly, M., & Sons, Limited,
Welland, Ont.
Harris, J. W., Mfg. Co., Limited,
Montreal, Que.
Norsworthy, C. & Co., St.
Thomas, Ont.

1618 MACHINES, Door Clamp.
Hespeler Machinery Co., Limited,
Hespeler, Ont. (Adv. page 909.)

1619 MACHINES, Drilling.
Bertram, The John, & Sons Co.,
Limited, Dundas, Ont. (Adv.
page 899.)
Gardner, Robt., & Son, Limited,
Montreal, Que. (Adv. page 896.)
Jardine, A. B., & Co., Hespeler,
Ont.
London Foundry Co., Limited,
The, London, Ont.
London Machine Tool Co., Lim-
ited, The, Hamilton, Ont. (Adv.
page 902.)
McDougall, The R., Co., Limited,
Galt, Ont. (Adv. page 896.)
Oil Well Supply Co., Limited,
Petrolia, Ont. (Adv. page 1132.)

1620 MACHINES, Dyeing.
Bredannaz, Louis, & Sons, To-
ronto, Ont.
Karch, H. W., Hespeler, Ont.

1621 MACHINES, Envelope.
Bawden Machine & Tool Co., Lim-
ited, Toronto, Ont.

**1622 MACHINES, Flange and
Riveting.**
Bertram, The John, & Sons Co.,
Limited, Dundas, Ont. (Adv.
page 899.)

**1623 MACHINES, Foundry-
men's Testing.**
Gurney Scale Co., The, Hamilton,
Ont.

1624 MACHINES, Knitting.
Creelman Bros., Georgetown, Ont.

**1625 MACHINES, Letter Dupli-
cating.**
United Typewriter Co., Limited,
Toronto, Ont. (Adv. page 1098.)

1626 MACHINES, Linotype.
See Machines, Typesetting.

**1627 MACHINES, Lumber
Measuring.**
Morrison, The James, Brass Mfg.
Co., Limited, Toronto, Ont.
(Adv. page 1119.)

1628 MACHINES, Milling.
Bertram, The John, & Sons Co.,
Limited, Dundas, Ont. (Adv.
page 899.)
Canadian Billings & Spencer, Lim-
ited, Welland, Ont. (Adv. page
1107.)
London Machine Tool Co., Lim-
ited, The, Hamilton, Ont. (Adv.
page 902.)
McDougall, The R., Co., Limited,
Galt, Ont. (Adv. page 896.)
MacGregor, Gourlay Co., Limited,
The, Galt, Ont.
Stevens Co. of Galt, Limited, Galt,
Ont.

1629 MACHINES, Moulding.
Ballantine, John, & Co., Limited,
Preston, Ont.
Berlin Machine Works, Limited,
Hamilton, Ont. (Adv. page 906.)
Cowan & Co. of Galt, Limited,
Galt, Ont.
Hamilton Facing Mill Co., Lim-
ited, Hamilton, Ont. (Adv. page
1107.)
Hespeler Machinery Co., Limited,
Hespeler, Ont. (Adv. page 909.)
Reid Foundry & Machine Co.,
Limited, The, Ingersoll, Ont.

1630 MACHINES, Numbering.
Walker & Campbell, Montreal,
Que.

1631 MACHINES, Planing.
See Planers.

1632 MACHINES, Plating.
Jones & Moore Electric Co., Lim-
ited, Toronto, Ont. (Adv. page
1100.)

**1633 MACHINES, Rubber Cut-
ting.**
Augustin & Daudelin, St. Hyacin-
the, Que.

1634 MACHINES, Sawing.
Bell, B., & Son Co., Limited, St.
George, Ont.
Berlin Machine Works, Limited,
Hamilton, Ont. (Adv. page 906.)
Brandon Machine Works Co., Lim-
ited, Brandon, Man.
Chalifour, O., & Fils, Limitee, St.
Hyacinthe, Que.
Cowan & Co., of Galt, Limited,
Galt, Ont.
Dore, J. B., & Fils, Laprairie, Que.
MacGregor, Gourlay Co., Limited,
The, Galt, Ont.
Starr Mfg. Co., Limited, The, Dart-
mouth, N.S.
Williams, The A. R., Machinery
Co., Limited, Toronto, Ont.

1635 MACHINES, Sewing.
Raymond Mfg. Co., of Guelph,
Limited, The, Guelph, Ont.
Singer Mfg. Co., The, St. Johns,
Que.
Williams Mfg. Co., Limited, The,
Montreal, Que.

**1636 MACHINES, Sewing
(Woodwork Only).**
Hay & Co., Woodstock, Ont.

1637 MACHINES, Shearing.
Bertram, The John, & Sons Co.,
Limited, Dundas, Ont. (Adv.
page 899.)
London Machine Tool Co., Lim-
ited, The, Hamilton, Ont. (Adv.
page 902.)

1638 MACHINES, Soldering.
Letson & Burpee, Limited, Van-
couver, B.C.

**1639 MACHINES, Spooling and
Doubling.**
Karch, H. W., Hespeler, Ont.

**1640 MACHINES, Spraying and
Painting.**
Gilson Mfg. Co., Limited, Guelph,
Ont. (Adv. page 1120.)
McDougall, The R., Co., Limited,
Galt, Ont. (Adv. page 896.)
Spramotor Co., The, London, Ont.

1641 MACHINES, Threshing.
American-Abell Engine & Thresh-
er Co., Limited, Toronto, Ont.
Belanger, A., Montmagny, Que.
Bell, The Robt., Engine & Thresh-
er Co., Limited, Seaforth, Ont.
Bessette, La Cie J. & S., Ltee,
Thererville, Que.
Chalifour, O., & Fils, Limitee, St.
Hyacinthe, Que.
Desjardins, La Compagnie, St. An-
dre de Kamouraska, Que.
Dore, J. B., & Fils, Laprairie, Que.
Goodison, The John, Thresher
Co., Limited, Sarnia, Ont.
Macdonald Mfg. Co., Stratford,
Ont.
New Hamburg Mfg. Co., Limited,
The, New Hamburg, Ont.
Sawyer & Massey Co., Limited,
Hamilton, Ont.
Sylvester Mfg. Co., Limited, The,
Lindsay, Ont.
Waterloo Mfg. Co., Limited,
Waterloo, Ont.
White, The George, & Sons Co.,
Limited, London, Ont.
Woon, R., & Co., Oshawa, Ont.

**1642 MACHINES, Trimming,
for Boxes.**
Ontario Box Co., Limited, The,
Hamilton, Ont.

1643 MACHINES, Typesetting.
Mergenthaler Co., Limited, The,
Montreal, Que. (Adv. page 908.)
Toronto Type Foundry Co., Limited,
Toronto, Ont.

**1644 MACHINES, Valve Re-
Seating.**
Darling Bros., Limited, Montreal,
Que.

1645 MACHINES, Warping.
Karch, H. W., Hespeler, Ont.

1646 MACHINES, Washing.
Clemens, The H. A., Co., Limited,
Guelph, Ont.
Connor, J. H., & Son, Limited,
Ottawa, Ont.
Dowswell Mfg. Co., Limited, The,
Hamilton, Ont. (Adv. page 924.)
Lee Mfg. Co., Limited, Pem-
broke, Ont.
Loncon Foundry Co., Limited,
The, London, Ont.
Maxwell, David, & Sons, St.
Mary's, Ont.
Schultz Bros. Co., Limited, The,
Brantford, Ont.
Taylor-Forbes Co., Limited,
Guelph, Ont.
Thomas Bros., Limited, St.
Thomas, Ont.
Wortman & Ward Co., Limited,
The, London, Ont.

1647 MACHINES, Well Boring.
See Machinery, Well Drilling.

1648 MACHINES, Wire Weaving
Turner, John, & Son, Toronto, Ont.

**1649 MACHINES, Woodboring,
Carpenters' Boring, Hub
Boring, Mortising, Etc.**
Ballantine, John, & Co., Limited,
Preston, Ont.
Cowan & Co. of Galt, Limited,
Galt, Ont.
Goldie & McCulloch Co., Limited,
The, Galt, Ont. (Adv. page 885.)
Hespeler Machinery Co., Limited,
Hespeler, Ont. (Adv. page 909.)
Jardine, A. B., & Co., Hespeler,
Ont.
MacGregor, Gourlay Co., Limited,
The, Galt, Ont.

1650 MACHINISTS.
Armstrong, Mervin, Toronto, Ont.
Augustin & Daudelin, St. Hyacinthe, Que.
Bailey, Geo., Ottawa, Ont.
Bertrand, La Compagnie Manufac-
turiere, F. X., St. Hyacinthe,
Que.
Bessette, La Cie J. & S., Ltee,
Iberville, Que.
Bredannaz, Louis, & Sons, Toron-
to, Ont.
Canada Cycle & Motor Co., Lim-
ited, West Toronto, Ont. (Adv.
page 936.)
Chaudiere Machine & Foundry Co.,
Limited, Ottawa, Ont.
Cleal, Joseph P., Toronto, Ont.
Constantin & O'Brien, Montreal,
Que.
Corbet Foundry & Machine Co.,
Owen Sound, Ont.
Desjardins, La Compagnie, St. An-
dre de Kamouraska, Que.
Dickson Bridge Works Co., Limited,
Campbellford, Ont. (Adv. page
1129.)
Fee, John, Montreal, Que.
Garth Co., The, Montreal, Que.
Goldie & McCulloch Co., Limited,
The, Galt, Ont. (Adv. page
885.)
Goldschmidt Thermit Co., Toronto,
Ont.
Hall, James B., Toronto, Ont.
Hall Engineering Works, Mont-
real, Que.
Hamilton, Wm., Co., Limited,
Peterborough, Ont.
Helgeson, H. T., Winnipeg, Man.
Macdonald & Co., Limited, Hall-
fax, N.S.
McKeough & Trotter, Limited,
Chatham, Ont.
Miller Bros. & Toms, Montreal,
Que. (Adv. page 1134.)
Moir, W. & A., Halifax, N.S.
New Burrell-Johnson Iron Co.,
Limited, The, Yarmouth, N.S.
Ottawa Steel Casting Co., Lim-
ited, Ottawa, Ont.
Owen Sound Iron Works Co.,
Limited, The, Owen Sound, Ont.
Perrin, Wm. R., & Co., Limited,
Toronto, Ont. (Adv. page 896.)
Pink, Thomas, Pembroke, Ont.
Standard Contracting Co., Limited,
Toronto, Ont.

- Stuart Machinery Co., Limited, The, Winnipeg, Man.
 Sydney Foundry & Machine Works, Limited, The, Sydney, N.S.
 Turner, John, & Son, Toronto, Ont.
 Weir, J. & R., Montreal, Que.
 Western Iron Works, Limited, Winnipeg, Man. (Adv. page 1128.)
 White, R. C., Montreal, Que.
 Whitfield, The John, Co., Toronto, Ont.
 Wilson & Cousins, Toronto, Ont.
 Windsor Foundry & Machine Co., Limited, Windsor, N.S.
- 1651 MAGNESITE, Calcined.**
 Canadian Carbonate Co., Cote St. Paul, Montreal, Que.
- 1652 MALLETS, Raw Hide**
 Constantin & O'Brien, Montreal, Que.
 Hamilton Facing Mill Co., Limited, Hamilton, Ont. (Adv. page 1107.)
- 1653 MALLETS, Carpenters'.**
 Cameron, Dunn Mfg. Co., Limited, The, Strathroy, Ont.
- 1654 MALT.**
 Calgary Brewing & Malting Co., Limited, Calgary, Alta.
 Canada Malting Co., Limited, The, Toronto, Ont.
 Carling Brewing & Malting Co., London, Ont.
 Cosgrave Brewery Co. of Toronto, Limited, The, Toronto, Ont.
 Dawes & Co., Limited, Montreal, Que.
 Dominion Brewery Co., Limited, The, Toronto, Ont.
 Dow, Wm., & Co., Montreal, Que.
 Eaton Bros. Brewing Co. of Owen Sound, Limited, The, Owen Sound, Ont.
 Edmonton Brewing & Malting Co., Limited, The, Edmonton, Alta.
 Holliday Bros., Guelph, Ont.
 Labatt, John, London, Ont.
 McDonagh & Shea, Winnipeg, Man.
 O'Keefe Brewery Co. of Toronto, Limited, The, Toronto, Ont.
 Toronto Brewing & Malting Co., Limited, Toronto, Ont.
 Walkerville Brewing Co., Limited, The, Walkerville, Ont.
- 1655 MANDELS, Taper.**
 Jardine, A. B., & Co., Hespeler, Ont.
 Pratt & Whitney Co. of Canada, Limited, Dundas, Ont. (Adv. page 898.)
- 1656 MANGANESE.**
 Goldschmidt Thermit Co., The, Toronto, Ont.
- 1657 MANGLES.**
 Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)
 Taylor-Forbes Co., Limited, Guelph, Ont.
 Turner, John, & Son, Toronto, Ont.
- 1658 MANHOLES.**
 See Castings, Manhole.
- 1659 MANFOLDS, Dry Kiln.**
 Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
- 1660 MANTELS, Brick.**
 Milton Pressed Brick Co., Limited, Milton, Ont.
- 1661 MANTELS, Wood.**
 Burton & Baldwin Mfg. Co., Limited, The, Hamilton, Ont.
 Christie Woodworking Co., Limited, The, St. John, N.B.
 Cushing Bros. Co., Limited, Calgary, Alta.
 Fox Bros. & Co., Limited, Windsor, Ont.
 Leigh, James, & Sons, Victoria, B.C.
 Lemon, Gonnason & Co., Victoria, B.C.
 Malcolm & Souter Furniture Co., Limited, Hamilton, Ont.
 Murray, G. W., Co., Limited, Winnipeg, Man.
 Paquet & Godbout, St. Hyacinthe, Que.
- Rathbun Co., The, Deseronto, Ont.
 Reid, Robert, Montreal, Que.
 Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091.)
 Robertson & Hackett, Vancouver, B.C.
 Schultz Bros. Co., Limited, The, Brantford, Ont.
 Wilson Bros., Limited, Collingwood, Ont.
 Winnipeg Paint & Glass Co., Limited, The, Winnipeg, Man.
- 1662 MANTLES, Incandescent Gas.**
 Auer Incandescent Light Mfg. Co., Limited, Montreal, Que.
- 1663 MANURE SPREADERS.**
 See Spreaders, Manure.
- 1664 MAPS.**
 Benalack Lithographing & Printing Co., The, Montreal, Que.
 Bulman Bros., Limited, Winnipeg, Man.
 Consolidated Lithographing & Mfg. Co., Limited, Montreal, Que.
 Copeland-Chatterson-Crain, Limited, Toronto, Ont.
 Copp, Clark Co., Limited, The, Toronto, Ont.
 Gage, W. J., & Co., Limited, Toronto, Ont. (Adv. page 928.)
 Hendry, The Geo. M., Co., Limited, Toronto, Ont.
 Howell Lithographing Co., Hamilton, Ont.
 McAlpine Publishing Co., Limited, Halifax, N.S.
 Rolph & Clark, Limited, Toronto, Ont. (Adv. page 925.)
 Stovel Co., The, Winnipeg, Man.
 Toronto Lithographing Co., Limited, The, Toronto, Ont. (Adv. page 926.)
- 1665 MARBLE BUILDING MATERIAL.**
 Hooper's Marble & Granite Co., Limited, Winnipeg, Man.
 McIntosh Granite Co., Limited, Toronto, Ont.
 Missisquoi Marble Co., Limited, The, Montreal, Que.
 Reid, Robert, Montreal, Que.
 Smith Marble & Contracting Co., Limited, Montreal, Que.
 Tayte, Meating & Co., St. George, N.B.
- 1666 MARKERS, Pavement.**
 Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
- 1667 MARMALADE.**
 Davies, The Wm., Co., Limited, Toronto, Ont.
 Imperial Extract Co., Toronto, Ont.
 Kootenay Jam Co., Limited, The, Nelson, B.C.
 Lytle, The T. A., Co., Limited, Toronto, Ont.
 Ozo Co., Limited, The, Montreal, Que.
 Sugars & Cannery, Limited, Montreal, Que.
 Upton, The T., Co., Limited, Hamilton, Ont.
 Wagstaffe, Limited, Hamilton, Ont.
- 1668 MATCH SPLINTS.**
 See Splints, Match.
- 1669 MATCHERS.**
 See Machinery, Woodworking.
- 1670 MATCHES.**
 Eddy, The, E. B., Co., Limited, Hull, Que. (Adv. page 901.)
 Rousseau, J. A., Ste. Anne de la Perade, Que.
- 1671 MATS, Bath, Carriage and Door.**
 Toronto Carpet Mfg. Co., Limited, Toronto, Ont.
- 1672 MATS, Brussels, Smyrna, Wilton.**
 Canadian Axminster Co., Limited, Hamilton, Ont.
 Guelph Carpet Mills Co., Limited, The, Guelph, Ont.
 Toronto Carpet Mfg. Co., Limited, Toronto, Ont.
- 1673 MATS, Door (Cocoa).**
 Thomas Brothers, Limited, St. Thomas, Ont.
- 1674 MATS, Door (Wire.)**
 Dennis Wire & Iron Works Co., Limited, London, Ont. (Adv. page 1120.)
 Greening, The B., Wire Co., Limited, Hamilton, Ont. (Adv. page 1096.)
 Meadows, The Geo. B., Toronto Wire, Iron & Brass Works Co., Limited, Toronto, Ont. (Adv. page 1089.)
- 1675 MATS, Rubber.**
 Canadian Rubber Co., Limited, The, Montreal, Que. (Adv. Outside Back Cover.)
 Dunlop Tire & Rubber Goods Co., Limited, Toronto, Ont. (Adv. page 1145.)
 Durham Rubber Co., Limited, The, Bowmanville, Ont. (Adv. page 1094.)
 Gutta Percha & Rubber Mfg. Co., Limited, The, Toronto, Ont. (Adv. Inside Back Cover.)
- 1676 MATTING, Rubber, Plain, Corrugated and Pebbled.**
 Canadian Rubber Co., Limited, The, Montreal, Que. (Adv. Outside Back Cover.)
 Dunlop Tire & Rubber Goods Co., Limited, Toronto, Ont. (Adv. page 1145.)
- 1677 MATTOCKS.**
 Canada Axe & Harvest Tool Mfg. Co., Limited, St. Paul, Que.
 Welland Vale Mfg. Co., Limited, The, St. Catharines, Ont. (Adv. page 1099.)
- 1678 MATTRESSES.**
 Alaska Feather & Down Co., Limited, Montreal, Que. (Adv. page 905.)
 B. C. Bedding & Upholstering Co., Limited, Vancouver, B.C.
 Canada Furniture Mfrs., Limited, Woodstock, Ont.
 Canadian Feather & Mattress Co., Limited, The, Toronto, Ont.
 Dymond, The W. P., Co., Limited, Strathroy, Ont.
 Edmonton Tent & Mattress Co., Limited, Edmonton, Alta.
 Gale, Geo., & Sons, Waterville, Que. (Adv. p. 904.)
 Gold Medal Furniture Mfg. Co., Limited, Toronto, Ont.
 Ives Modern Bedstead Co., Limited, The, Cornwall, Ont.
 Krug Bros. & Co., Chesley, Ont.
 Leslie, John, Furniture Co., Winnipeg, Man.
 Morlock & Cline, Limited, Guelph, Ont.
 Munro Wire Works, Limited, New Glasgow, N.S.
 Rideau Mfg. Co., The, Ottawa, Ont.
 St. Lawrence Furniture Co., The, Fraserville, Que.
 Toronto Bedding Co., Limited, The, Toronto, Ont.
 Whitworth & Restall, Toronto, Ont.
 Wilder, H. A., & Co., Montreal, Que.
- 1679 MATTRESSES, Gymnasium**
 Leckie, John, Limited, Toronto, Ont.
- 1680 MAULS.**
 Cumming, J. W., & Son, New Glasgow, N.S.
 Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)
 Whitman & Barnes Mfg. Co., The, St. Catharines, Ont.
- 1681 MEAL, Bone.**
 Canada Glue Co., Limited, Brantford, Ont.
 Freeman, The W. A., Co., Limited, Hamilton, Ont.
 Nova Scotia Fertilizer Co., The, Halifax, N.S.
- 1682 MEAL, Corn and Wheat.**
 Campbell, The John, Co., Limited, St. Thomas, Ont.
 Canada Flour Mills Co., Limited, Chatham, Ont.
 Flavelle Milling Co., Limited, The, Lindsay, Ont.
- Georgian Bay Milling & Power Co., Limited, Meaford, Ont.
 Goldie, The James, Co., Limited, Guelph, Ont.
 Hart, Levi, & Son, Limited, Halifax, N.S.
 Johnson & McDonald, New Glasgow, N.S.
 McCann, Knox Milling Co., Limited, Toronto, Ont.
 McIntosh, P., & Son, Toronto, Ont.
 Ogilvie Flour Mills Co., Limited, The, Montreal, Que.
 Oliver, R. W., Milling Co., Limited, Montreal, Que.
 St. John Milling Co., Limited, West St. John, N.B.
 Western Canada Flour Mills Co., Limited, Toronto, Ont.
- 1683 MEAL, Gluten.**
 Canada Starch Co., Limited, Brantford, Ont.
 Edwardsburg Starch Co., Limited, Montreal, Que.
- 1684 MEAL, Linseed and Oil Cake.**
 Canada Linseed Oil Mills, Limited, Montreal, Que.
 Dominion Linseed Oil Co., Limited, Baden, Ont.
 Nicholson & Brock, Toronto, Ont.
- 1685 MEAL, Sugar Beet.**
 Wallaceburg Sugar Co., Limited, The, Wallaceburg, Ont.
- 1686 MEAL, Oat.**
 See Oatmeal.
- 1687 MEATS, Cooked and Canned.**
 Canadian Cannery, Limited, Hamilton, Ont. (Adv. page 1111.)
 Clark, William, Montreal, Que.
 Collingwood Packing Co., Limited, Collingwood, Ont.
 Davies, The Wm., Co., Limited, Toronto, Ont.
 Ingersoll Packing Co., Limited, The, Ingersoll, Ont.
 Matthews, The Geo., Co., Limited, Peterboro, Ont.
 O'Mara, Joseph, Palmerston, Ont.
 Oshawa Canning Co., Limited, The, Oshawa, Ont.
 Park, Blackwell Co., Limited, Toronto, Ont.
- 1688 MEATS, Dressed.**
 Burns, P., & Co., Limited, Calgary, Alta.
 Dominion Meat Co., Limited, The, Calgary, Alta.
 Gordon, Ironside & Fares Co., Limited, Winnipeg, Man.
 Gunns, Limited, Toronto, Ont.
 Harris Abattoir Co., Limited, The, Toronto, Ont.
 Martin, D. B., Limited, West Toronto, Ont.
 Park, Blackwell Co., Limited, Toronto, Ont.
 Western Packing Co. of Canada, Limited, Winnipeg, Man.
 Whyte Packing Co., Limited, The, Stratford, Ont.
- 1689 MEAT, Mince.**
 See Mince Meat.
- 1690 MEDALS AND BADGES.**
 Birks, Henry, & Sons, Limited, Montreal, Que.
 Capp, The T. W., Co., Toronto, Ont.
 Caron Bros., Montreal, Que.
 Ellis, Geo. E., & Co., Winnipeg, Man.
 Ellis, P. W., & Co., Limited, Toronto, Ont. (Adv. page 1121.)
 Hamilton Stamp & Stencil Works, Limited, Hamilton, Ont.
 Hemming Mfg. Co., Limited, Montreal, Que.
 Hemsley Mfg. Co., The, Montreal, Que.
 Lees, Geo. H., & Co., Limited, Hamilton, Ont.
 Meriden Britannia Co., Hamilton, Ont. (Adv. p. 1107.)
 Pritchard-Andrews Co. of Ottawa, Limited, Ottawa, Ont.
 Roden Bros., Toronto, Ont.
 Wanless, John, & Co., Toronto, Ont.
 Zock, J. J., & Co., Limited, Toronto, Ont.

1691 MEDICINES, Proprietary.
 Briggs, G. C., & Sons, Hamilton, Ont.
 Fulford, G. T., Co., Limited, Brockville, Ont.
 Hanford, G. C., Mfg. Co., Montreal, Que.
 K. D. C. Co., Limited, New Glasgow, N.S.
 Lyman Bros. & Co., Limited, The, Toronto, Ont. (Adv. page 905.)
 Mathieu, The J. L., Co., Sherbrooke, Que.
 Morin, Dr. Ed., & Co., Quebec, Que.
 Northrop & Lyman Co., Limited, Toronto, Ont.
 Parke, Davis & Co., Walkerville, Ont.
 Stearns, Frederick, & Co., Windsor, Ont.
 Toronto Pharmacal Co., Limited, The, Toronto, Ont.

1692 MEDICINES, Veterinary.
 Heney, E. N., Co., Limited, Montreal, Que.
 International Stock Food Co., Toronto, Ont.
 Pratt Food Co. of Canada, Limited, Toronto, Ont.
 White Swan Spices & Cereals, Limited, Toronto, Ont.

1693 MELTONS.

See Cloth, Melton.

1694 METAL, Architectural Sheet.

Galt Art Metal Co., Limited, The, Galt, Ont.
 Matthews, A., Toronto, Ont.
 Metal Shingle & Siding Co., Limited, Preston, Ont. (Adv. page 1083.)
 Metallic Roofing Co., of Canada, Limited, The, Toronto, Ont. (Adv. pages 1080-1081.)
 Pedlar Metal Roofing Co., The, Oshawa, Ont.

1695 METAL, Babbitt.

Canada Metal Co., Limited, The, Toronto, Ont. (Adv. page 1122.)
 Cuthbert, W. R., & Co., Montreal, Que.
 Fleming, James, St. John, N.B.
 Frankel Bros., Toronto, Ont.
 Lumen Bearing Co., West Toronto, Ont. (Adv. page 1111.)
 McAvity, T., & Sons, Limited, St. John, N.B.
 Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)
 Robertson, The James, Co., Limited, The, Montreal, Que.
 Robertson, Thomas, & Co., Limited, Montreal, Que.
 Shaw & Mason, Limited, Sydney, N.S.
 Spooner, Alonzo W., Port Hope, Ont.
 Syracuse Smelting Works, Montreal, Que.
 Tallman Brass & Metal Co., Hamilton, Ont. (Adv. page 1122.)
 Turner, John, & Son, Toronto, Ont.
 Wing, J. T., & Co., Windsor, Ont.

1696 METAL, Electrottype, Stereotype and Linotype.

Canada Metal Co., Limited, Toronto, Ont. (Adv. page 1122.)
 Cuthbert, W. R., & Co., Montreal, Que.
 Robertson, The James, Co., Limited, Montreal, Que.
 Shaw & Mason, Limited, Sydney, N.S.
 Syracuse Smelting Works, Montreal, Que.
 Tallman Brass & Metal Co., Hamilton, Ont. (Adv. page 1122.)

1697 METAL, Expanded.

Expanded Metal & Fireproofing Co., Limited, Toronto, Ont. (Adv. page 1105.)
 Galt Art Metal Co., Limited, The, Galt, Ont.

1698 METAL, Perforated Sheet.

Allis-Chalmers Bullock, Limited, Montreal, Que. (Adv. page 902.)
 Greening, The B. Wire Co., Limited, Hamilton, Ont. (Adv. page 1096.)

1699 METAL STAMPING.

Anchor Brass & Iron Bedstead Co., Toronto, Ont.
 Banfield, W. H., & Sons, Toronto, Ont. (Adv. page 1133.)
 Brass & Steel Goods, Limited, Belleville, Ont.
 Chadwick Bros., Hamilton, Ont.
 Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)
 Morrow, The John, Screw, Limited, Ingersoll, Ont. (Adv. page 1122.)
 Ontario Lantern & Lamp Co., Limited, Hamilton, Ont.
 Patterson & Heward, Toronto, Ont.
 Reed, Geo. W., & Co., Limited, Montreal, Que.
 Standard Contracting Co., Limited, Toronto, Ont.
 Sutherland Rifle Sight Co., Limited, New Glasgow, N.S. (Adv. page 1090.)

1700 METERS, Electrical.

Canadian General Electric Co., Limited, Toronto, Ont. (Adv. page 1077.)
 Canadian Westinghouse Co., Limited, Hamilton, Ont.
 Forman, John, Montreal, Que.
 Packard Electric Co., Limited, The, St. Catharines, Ont.

1701 METERS, Gas.

Canadian Meter Co., Limited, Hamilton, Ont.
 Mitchell, The Robert, Co., Limited, Montreal, Que.
 Standard Meter Co., Limited, The, Toronto, Ont.

1702 MICA.

Blackburn Brothers, Ottawa, Ont.

1703 MIDDINGS.

See Feeds.

1704 MILK, Condensed.

Aylmer Condensed Milk Co., Limited, Aylmer, Ont.
 Canada Condensed Milk Co., Limited, Antigonish, N.S.
 Charlottetown Condensed Milk Co., Limited, Charlottetown, P.E.I.
 Dunn, William H., Montreal, Que.
 Ewing, S. H., & Sons, Montreal, Que.
 St. Charles Condensing Co., Ingersoll, Ont.
 Truro Condensed Milk Co., Limited, Truro, N.S.

1705 MILK, Dried.

Canadian Milk Products, Toronto, Ont.

1706 MILK PRODUCTS.

Canadian Milk Products, Toronto, Ont.

1707 MILLINERY.

See Hats, felt; Hats, ready-to-wear; Hats, straw.

1708 MILLS, Fanning.

Brandon Machine Works Co., Limited, Brandon, Man.
 Campbell, The Manson, Co., Limited, Chatham, Ont. (Adv. page 1128.)
 Desjardins, La Compagnie, St. Andre de Kamouraska, Que.

1709 MILLS, Feed.

See Grinders, Grain, and Feed.

1710 MILLS, Planing.

Acme Supply Co., Limited, The, Toronto, Ont.
 Aitchison, D., & Co., Hamilton, Ont.
 Anglin, S. & Co., Kingston, Ont. (Adv. page 1097.)
 Anglo-American Lumber Co., Limited, Vancouver, B.C.
 Atchison & Co., Cornwall, Ont.
 Batts, Limited, West Toronto, Ont.
 Blonde Lumber & Mfg. Co., Limited, The, Chatham, Ont.
 Boake Mfg. Co., Limited, The, Toronto, Ont.
 Booth, The W., Lumber Co., Limited, Toronto, Ont.
 Brennen, The M., & Sons Mfg. Co., Hamilton, Ont.

B. C. Mills, Timber & Trading Co., Vancouver, B.C.
 Brockville Lumber Co., Limited, Brockville, Ont.
 Brunette Saw Mill Co., Limited, Sapperton, B.C.
 Bryan Mfg. Co., Limited, The, Collingwood, Ont.
 Builder's Supply Co., Limited, The, St. Catharines, Ont.
 Burrill Lumber Co., The, Shawinigan Falls, Que.
 Canadian Pacific Lumber Co., Limited, The, Port Moody, B.C.
 Carew, John, Lindsay, Ont.
 Cargill, H., & Son, Cargill, Ont.
 Chalifour, O., Quebec, Que.
 Christie Woodworking Co., Limited, The, St. John, N.B.
 Clark, W. H., & Co., Limited, Edmonton, Alta.
 Columbia River Lumber Co., Limited, Golden, B.C.
 Consumers' Box & Lumber Co., Limited, Toronto, Ont.
 Cushing Bros. Co., Limited, Calgary, Alta.
 Dand, Raymond, New Glasgow, N.S.
 Davidson, Jas., Ottawa, Ont.
 Dempster, Jas., & Co., Halifax, N.S.
 Dymont-Baker Lumber Co., The, London, Ont.
 Eaton, J. R. & Sons, Orillia, Ont.
 Elliott, James S., & Son, Prescott, Ont.
 Empire Lumber Co., Limited, Toronto, Ont. (Adv. page 1116.)
 Esplin, G. & J., Montreal, Que.
 Foster, Clement A., Haileybury, Ont.
 Galbraith & Sons, New Westminster, B.C.
 Georgian Bay Shook Mills, Limited, Midland, Ont.
 Gignac, Beland & Cie., Quebec, Que.
 Gignac, J. H., Limited, Quebec, Que.
 Gillett, William George, Nelson, B.C.
 Gilmour Door Co., Limited, The, Trenton, Ont.
 Gold Medal Furniture Mfg. Co., Limited, Toronto, Ont.
 Grant, John J., New Glasgow, N.S.
 Gravel, The A., Lumber Co., Limited, Etchemin Bridge, Que.
 Hanbury Mfg. Co., The, Brandon, Man.
 Harrison, John, & Sons Co., Limited, Owen Sound, Ont.
 Hastings Shingle Mfg. Co., Limited, Vancouver, B.C.
 Heaps, E. H., & Co., Vancouver, B.C.
 Hughes & Co., Brandon, Man.
 Itzweire & Sarasin, Montreal, Que.
 Kerr, J. & J. Co., Limited, Petrolia, Ont.
 Knight Bros. Co., Limited, The, Burk's Falls, Ont.
 Kribs, W. A., Hespeler, Ont.
 Laidlaw, R., Lumber Co., Limited, Toronto, Ont. (Adv. page 1114.)
 Lambert, A. G., & Co., Nelson, B.C.
 Leigh, James, & Sons, Victoria, B.C.
 Lemon, Gonnason & Co., Victoria, B.C.
 McDiarmid & Clark, Brandon, Man.
 Mineral Range Iron Mining Co., Limited, The, Bessemer, Ont.
 Murray & Gregory, Limited, St. John, N.B.
 Murray, G. W., Co., Limited, Winnipeg, Man.
 Muskoka Wood Mfg. Co., Limited, The, Huntsville, Ont.
 Nesbitt, E. T., Quebec, Que.
 Ornamental Wood, Limited, Toronto.
 Paquet & Godbout, St. Hyacinthe, Que.
 Parry Sound Lumber Co., Limited, The, Toronto, Ont. (Adv. page 1114.)
 Patterson-Tilley Co., The, Hamilton, Ont.
 Pauze, The U., & Fils Co., Montreal, Que.
 Pearce Co., Limited, The, Marmora, Ont.
 Pigeon River Lumber Co., Port Arthur, Ont.
 Quance Bros., Delhi, Ont.
 Rat Portage Lumber Co., Limited, The, Kenora, Ont.
 Rathbun Co., The, Deseronto, Ont.

Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091.)
 Robertson & Hackett, Vancouver, B.C.
 Rutherford, The Wm., & Sons Co., Montreal, Que. (Adv. page 1116.)
 Sayward, J. A., Victoria, B.C.
 Schultz Bros. Co., Limited, The, Brantford, Ont.
 Scott, The J. O., Co., Limited, Toronto, Ont.
 Sharpe, Walter, Quebec, Que.
 Sheppard, James & Sons, Sorel, Que.
 Siemon Bros., Limited, Wiarton, Ont.
 Smith, John B., & Sons, Limited, Toronto, Ont.
 Spencer Bros. & Turner, Limited, Truro, N.S.
 Sprague Lumber Co., Limited, Winnipeg, Man.
 Stewart, Robert, Limited, Guelph, Ont.
 Sussex Mfg. Co., Limited, The, Sussex, N.S.
 Tait & Co., Toronto, Ont.
 Tait-Carrs Lumber Co., Limited, The, Orillia, Ont.
 Terminal Lumber & Shingle Co., Limited, The, Vancouver, B.C.
 Tremblay, F., & Cie, Montreal, Que.
 Walton, Geo. & Co., Belleville, Ont.
 Watt Milling & Feed Co., Limited, The, Toronto, Ont.
 Wattsburg Lumber Co., Limited, Wattsburg, B.C.
 Western Planing Mills Co., Calgary, Alta.
 Wilson Bros., Limited, Collingwood, Ont.
 Winnipeg Paint & Glass Co., Limited, The, Winnipeg, Man.
 Woodstock Lumber & Mfg. Co., Limited, The, Woodstock, Ont.

1711 MILLS, Shingle.

See Machinery, Saw, Shingle, etc.

1712 MILL STONES.

Chinic Hardware Co., The, Quebec, Que.

1713 MINCE MEAT.

Capstan Mfg. Co., Toronto, Ont.
 Davies, The Wm., Co., Limited, Toronto, Ont.
 Imperial Extract Co., Toronto, Ont.
 Nicholson & Brock, Toronto, Ont.
 Wagstaff, Limited, Hamilton, Ont.
 Wethey, J. H., Limited, St. Catharines, Ont.

1714 MINERAL WOOL.

Eureka Mineral Wool & Asbestos Co., Toronto, Ont. (Adv. page 1093.)
 Hamilton Engine Packing Co., Hamilton, Ont.

1715 MIRRORS.

Clatworthy & Son, Toronto, Ont.
 Consolidated Plate Glass Co., The, Toronto, Ont.
 Maritime Art Glass Works, Limited, St. John, N.B.
 Matthews Bros., Limited, Toronto, Ont.
 Murray & Gregory, Limited, St. John, N.B.
 Phillips Mfg. Co., Limited, Toronto, Ont. (Adv. page 1156.)
 Pilkington Bros., Limited, Montreal, Que.
 Queen City Plate Glass & Mirror Co., Limited, Toronto, Ont.
 Ramsay, A. Frank, & Co., Montreal, Que.
 Reardon, Frank, Halifax, N.S.
 Sharpe, C. A., Montreal, Que.
 Toronto Plate Glass Importing Co., Limited, The, Toronto, Ont.

1716 MITTS, Canvas, Leather Faced.

Storey, W. H., & Son, Limited, Acton, Ont.

1717 MITTS, Leather.

Clarke, A. R., & Co., Limited, Toronto, Ont.
 Galibert, F., Montreal, Que.
 Hall, The James Co., Brockville, Ont.
 Holt, Renfrew & Co., Quebec, Que.

Hudson Bay Knitting Co., The, Montreal, Que.
Imperial Glove Co., Limited, Dundas, Ont.
Laliberte, J. B., Quebec, Que.
Paquet Co., Limited, The, Quebec, Que.
Ross, Henry, Indian Lorette, Que.
Ryan, The Robert, Co., Registered, Three Rivers, Que.
St. Lawrence Glove Works, Quebec, Que.
Storey, W. H., & Son, Limited, Acton, Ont.
Waterloo Glove Mfg. Co., The, Waterloo, Ont.

1718 MITTS, Rubber.

Canadian Rubber Co., Limited, The, Montreal, Que. (Adv. Outside Back Cover).

1719 MITTS, Silk.

Corticelli Silk Co., Limited, Montreal, Que.

1720 MITTS, Wool.

Ballantyne, R. M., Limited, Stratford, Ont.
Beaumont, Joseph, Glen Williams, Ont.
Carss Mackinaw Clothing Co., Orillia, Ont. (Adv. page 914).
Eagle Knitting Co., Limited, The, Hamilton, Ont.
Forbes, R., Co., Limited, Hespeler, Ont.
Goderich Knitting Co., Limited, The, Goderich, Ont.
Hudson Bay Knitting Co., The, Montreal, Que.
Imperial Glove Co., Limited, Dundas, Ont.
Knittofit Mfg. Co., The, Montreal, Que.
Pennmans, Limited, Paris, Ont. (Adv. page 918).
Woods, Limited, Ottawa, Ont.

1721 MIXERS, Cement or Concrete.

Goold, Shanley & Muir Co., Limited, Brantford, Ont. (Adv. page 892).
McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136).
Marsh & Henthorn, Limited, Belleville, Ont.
Mussens, Limited, Montreal, Que.
Niagara Falls Machine & Foundry Co., Limited, Niagara Falls, Ont. (Adv. page 1107).
Toronto Pressed Steel Co., Limited, The, Toronto, Ont.
Wilkinson Plow Co., Toronto, Ont.

1722 MOCCASINS, Leather.

Beal Bros., Toronto, Ont.
Clarke, A. R., & Co., Limited, Toronto, Ont.
Galibert, F., Montreal, Que.
Holland, The G. A., & Sons Co., Montreal, Que.
Holt, Renfrew & Co., Quebec, Que.
Hudson Bay Knitting Co., The, Montreal, Que.
Laliberte, J. B., Quebec, Que.
Palmer, John, Co., Limited, Fredericton, N.B.
Ross, Henry, Indian Lorette, Que.
Ryan, The Robert, Co., Registered, Three Rivers, Que.
Woods, Limited, Ottawa, Ont.

1723 MOLESKIN CLOTH.

Dominion Textile Co., Limited, Montreal, Que.

1724 MONITORS.

Vancouver Engineering Works, Limited, Vancouver, B.C.

1725 MONUMENTS.

Brodie, James, & Son, Iberville Jct., Que.
Epps, Dodds & Co., St. George, N.B.
Hooper's Marble & Granite Co., Limited, Winnipeg, Man.
McIntosh Granite Co., Limited, Toronto, Ont.
Milne, Coutts & Co., Limited, St. George, N.B.

Norton, S. B., Stanstead Junction, Que.
Reid, Robert, Montreal, Que.
Stanstead Granite Quarries Co., Limited, Beebe, Que.
Tayte, Meating & Co., St. George, N.B.

1726 MOPS.

Barnet Mfg. Co., Limited, Renfrew, Ont.
Boeckh Bros. Co., Limited, The, Toronto, Ont. (Adv. page 1100).
Canada Steel Goods Co., Limited, Hamilton, Ont.
Taylor, Scott & Co., Toronto, Ont.

1727 MORTARS.

Jenckes Machine Co., Limited, The, Sherbrooke, Que.

1728 MOTORS, Air.

Canadian Rand Co., Limited, Montreal, Que.

1729 MOTORS, Electric.

Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902).
Canadian General Electric Co., Limited, Toronto, Ont. (Adv. page 1077).
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Consolidated Electric Co., Limited, Toronto, Ont.
Rastman Machine Co., Limited, The, Toronto, Ont.
Electrical Construction Co., Limited, The, London, Ont.
Forman, John, Montreal, Que.
Hinton Electric Co., Limited, The, Vancouver, B.C.
Jones & Moore Electric Co., Limited, Toronto, Ont. (Adv. page 1100).
Munderloh & Co., Montreal, Que.
Packard Electric Co., Limited, The, St. Catharines, Ont.
Parkin Elevator Co., Limited, The, Hespeler, Ont. (Adv. page 1101).
Pringle, The R. E. T., Co., Limited, Montreal, Que.
Turnbull Elevator Mfg. Co., The, Toronto, Ont.
Turner, John, & Son, Toronto, Ont.

1731 MOULDERS.

See Machinery, Woodworking.

1732 MOULDERS' SUPPLIES.

Canada Wire Goods Mfg. Co., Hamilton, Ont. (Adv. page 1086).
Hamilton Facing Mill Co., Limited, Hamilton, Ont.

1733 MOULDINGS.

Aitchison, D., & Co., Hamilton, Ont.
Anglin, S., & Co., Kingston, Ont. (Adv. page 1097).
Anglo-American Lumber Co., Limited, Vancouver, B.C.
Big Bend Lumber Co., Limited, Arrowhead, B.C.
Blonde Lumber & Mfg. Co., Limited, Chatham, Ont.
Boake Mfg. Co., Limited, The, Toronto, Ont.
B. C. Mills, Timber & Trading Co., Vancouver, B.C.
Brockville Lumber Co., Limited, Brockville, Ont.
Brunette Saw Mill Co., Limited, Sapperton, B.C.
Burrill Lumber Co., The, Shawinigan Falls, Que.
Carew, John, Lindsay, Ont.
Cargill, H., & Son, Cargill, Ont.
Chalfour, O., Quebec, Que.
Christie Woodworking Co., Limited, The, St. John, N.B.
Christie Bros. & Co., Limited, Amherst, N.S.
Clark, W. H., & Co., Limited, Edmonton, Alta.
Clemens, The, H. A. Co., Limited, Guelph, Ont.
Cushing Bros. Co., Limited, Calgary, Alta.
Dand, Raymond, New Glasgow, N.S.
Davidson, James, Ottawa, Ont.
Dempster, Jas., & Co., Halifax, N.S.
Dyment-Baker Lumber Co., The, London, Ont.
Eaton, J. R., & Sons, Orillia, Ont.

False Creek Lumber Co., Limited, Vancouver, B.C.

Fisher Bros. & Co., Toronto, Ont.
Georgian Bay Shook Mills, Limited, Midland, Ont.

Gignac, J. H., Limited, Quebec, Que.

Gold Medal Furniture Mfg. Co., Limited, Toronto, Ont.

Grant, John J., New Glasgow, N.S.

Gravel, The A., Lumber Co., Limited, Etchemin Bridge, Que.

Hadley, The S., Lumber Co., Limited, Chatham, Ont.

Hanbury Mfg. Co., The, Brandon, Man.

Harrison, John, & Sons Co., Limited, Owen Sound, Ont.

Hastings Shingle Mfg. Co., Limited, Vancouver, B.C.

Heaps, E. H., & Co., Vancouver, B.C.

Hughes & Co., Brandon, Man.

Itzweire & Sarasin, Montreal, Que.

Kennedy & Davis Milling Co., Limited, Lindsay, Ont.

Knight Bros. Co., Limited, The, Burk's Falls, Ont.

Lambert, A. G., & Co., Nelson, B.C.

Leigh, James, & Sons, Victoria, B.C.

Lemon, Gonnason & Co., Victoria, B.C.

Matthews Bros., Limited, Toronto, Ont.

McDiarmid & Clark, Brandon, Man.

Murray, G. W., Co., Limited, Winnipeg, Man.

Nesbitt, E. T., Quebec, Que.

Pacific Coast Lumber Mills, Limited, Vancouver, B.C.

Paquet & Godbout, St. Hyacinthe, Que.

Patterson Tilley Co., The, Hamilton, Ont.

Paule, The U., & Fils Co., Montreal, Que.

Phillips Mfg. Co., Limited, Toronto, Ont. (Adv. page 1156).

Pigeon River Lumber Co., Port Arthur, Ont.

Quance Bros., Delhi, Ont.

Rathbun Co., The, Deseronto, Ont.

Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091).

Robertson & Hackett, Vancouver, B.C.

Robinson-McKenzie Lumber Co., Limited, Cranbrook, B.C.

Sayward, J. A., Victoria, B.C.

Scott, The J. C. Co., Limited, Toronto, Ont.

Sheppard, James, & Son, Sorel, Que.

Smith, John B., & Sons, Limited, Toronto, Ont.

Tait & Co., Toronto, Ont.

Terminal Lumber & Shingle Co., Limited, The, Vancouver, B.C.

Tremblay, F., & Cie, Montreal, Que.

Victor Wood Works, Limited, Amherst, N.S.

Walton, Geo., & Co., Belleville, Ont.

Wattsburg Lumber Co., Limited, Wattsburg, B.C.

Western Planing Mills Co., Calgary, Alta.

Wilson Bros., Limited, Collingwood, Ont.

Woodstock Lumber & Mfg. Co., Limited, The, Woodstock, Ont.

1734 MOULDINGS, Picture.

Aitchison, D., & Co., Hamilton, Ont.

Burrill Lumber Co., The, Shawinigan Falls, Que.

Cushing Bros. Co., Limited, Calgary, Alta.

Eaton, J. R., & Sons, Orillia, Ont.

Fisher Bros., & Co., Toronto, Ont.

Gold Medal Furniture Mfg. Co., Limited, Toronto, Ont.

Matthews Bros., Limited, Toronto, Ont.

Phillips Mfg. Co., Limited, Toronto, Ont. (Adv. page 1156).

Scott, Wm., & Sons, Montreal, Que.

Toronto Picture Frame Co., The, Toronto, Ont.

1735 MOULDS, Brick and Tile.

Baird, H. C., Son & Co., Limited, Parkhill, Ont.

Sawyer & Massey Co., Limited, Hamilton, Ont.

1736 MOULDS, Butter.

Taylor, Scott & Co., Toronto, Ont.

1737 MOULDS, Rubber and Glass.

Augustin & Daudelin, St. Hyacinthe, Que.

Bawden Machine & Tool Co., Toronto, Ont.

Schofield-Holden Machine Co., Limited, Toronto, Ont.

1738 MOULDS, Solder.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont.

(Adv. page 1119).

1739 MOUNTINGS, Carriage.

Carriage Mountings Co., Limited, Niagara Falls, Ont.

1740 MOUNTINGS, Coffin and Casket.

See Hardware, Coffin and Casket.

1741 MOUNTS, Photograph.

Consolidated Lithographing & Mfg. Co., Limited, Montreal, Que.

1742 MOWERS.

Cossitt Co., Limited, The, Brockville, Ont.

Frost & Wood Co., Limited, The, Smith's Falls, Ont.

Hamilton, The Peter, Co., Limited, Peterboro, Ont.

International Harvester Co. of Canada, Limited, Hamilton, Ont. (Adv. page 895).

Massey-Harris Co., Limited, Toronto, Ont. (Adv. page 893).

Maxwell, David, & Sons, St. Mary's, Ont.

Noxon Co., Limited, The, Ingersoll, Ont.

Shantz, P. E., Preston, Ont.

Sylvester Mfg. Co., Limited, The, Lindsay, Ont.

1743 MOWERS, Lawn.

Maxwell, David, & Sons, St. Mary's, Ont.

Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138).

Taylor-Forbes Co., Limited, Guelph, Ont.

1744 MUCILAGE.

Auld Mucilage Co., Montreal, Que.

Domestic Specialty Co., Limited, Hamilton, Ont.

Gilmour Bros. & Co., Montreal, Que.

Sultana Mfg. Co., Montreal, Que.

Underwood, John, & Co., Toronto, Ont.

1745 MUFFLERS.

Monarch Knitting Co., Limited, The, Dunnville, Ont.

Perry, G. B., Knitting Co., Hamilton, Ont.

Reliance Knitting Co., Limited, The, Toronto, Ont.

1746 MUFFLES.

Montreal Fire Brick Works, The, Montreal, Que.

1747 MUSIC PUBLISHERS AND ENGRAVERS.

See Engravers, Music.

1748 MUSICAL SUPPLIES.

Nordheimer Piano & Music Co., Limited, The, Toronto, Ont.

Whaley, Royce & Co., Limited, Toronto, Ont.

Williams, The R. S., & Sons Co., Limited, Toronto, Ont.

1749 MUSTARD.

Codville Co., Limited, The, Winnipeg, Man.

Dalton Bros., Toronto, Ont.

Ewing, S. H., & Sons, Montreal, Que.

Pure Gold Mfg. Co., Limited, Toronto, Ont.

Todhunter, Mitchell & Co., Toronto, Ont.

N

1750 NAILS, Boat.

Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884).
Parmenter & Bulloch Co., Limited, The, Gananoque, Ont.

1751 NAILS, Cance (Copper and Steel).

Dominion Wire Mfg. Co., Limited, Montreal, Que.
Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884).
Parmenter & Bulloch Co., Limited, The, Gananoque, Ont.

1752 NAILS, Countersunk Clout.

Parmenter & Bulloch Co., Limited, The, Gananoque, Ont.

1753 NAILS, Cut, all kinds.

Cowan & Britton, Gananoque, Ont.
Graham Nail Works, The, Toronto, Ont.
Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884).
Peck Rolling Mills, Limited, The, Montreal, Que.

1754 NAILS, Galvanized.

Pender, James, & Co., Limited, St. John, N.B.

1755 NAILS, Horseshoe.

Capewell Horse Nail Co., The, Toronto, Ont.
Maritime Nail Co., Limited, St. John, N.B.
Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884).
Pender, James, & Co., Limited, St. John, N.B.

1756 NAILS, Wire.

Canada Screw Co., Limited, Hamilton, Ont. (Adv. page 1123).
Dominion Wire Mfg. Co., Limited, Montreal, Que.
Graham Nail Works, The, Toronto, Ont.
Maritime Nail Co., Limited, St. John, N.B.
Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884).
Parmenter & Bulloch Co., Limited, The, Gananoque, Ont.
Peck Rolling Mills, Limited, The, Montreal, Que.
Pender, James, & Co., Limited, St. John, N.B.
Plessisville, La Fonderie de, Plessisville, Que.
Waterson Wire & Nail Works, Brantford, Ont.
Western Wire & Nail Co., Limited, The, London, Ont.

1757 NAIL SETS, Steel.

Morrow, The John, Screw, Limited, Ingersoll, Ont. (Adv. page 1122).

1758 NAME PLATES.

See Plates, Key, Name, etc.

1759 NAPTHA.

Dominion Tar & Chemical Co., Limited, Sydney, N.S.
Crown Oil Refining Co., Limited, Hamilton, Ont.
Imperial Oil Co., Limited, The, Montreal, Que.
Queen City Oil Co., Limited, The, Toronto, Ont. (Adv. page 1134).

1760 NEATSFOOT OIL.

See Oil, Neatsfoot.

1761 NECKWEAR, Ladies'.

Eaton, The T., Co., Limited, Toronto, Ont.
Fairbairn, R. D., Co., Limited, Toronto, Ont.
Flett, Lowndes & Co., Limited, Toronto, Ont.
Ladies' Wear, Limited, Toronto, Ont.
Rea, A. E., & Co., Limited, Toronto, Ont.

Reid, The A. T., Co., Limited, Toronto, Ont.
Stewart, Howe & Meek Co., Limited, The, Toronto, Ont.
Sword Neckwear Co., Limited, The, Toronto, Ont.

1762 NECKWEAR, Men's.

Canada Neckwear, Limited, Toronto, Ont.
Crescent Mfg. Co., Limited, Montreal, Que.
Currie, E. & S., Limited, Toronto, Ont.
Eaton, The T., Co., Limited, Toronto, Ont.
Monarch Knitting Co., Limited, The, Dunnville, Ont.
Niagara Neckwear Co., Limited, Niagara Falls, Ont.
Peters, J. Henry, Co., Toronto, Ont.
Reid, The A. T., Co., Limited, Toronto, Ont.
Sword Neckwear Co., Limited, The, Toronto, Ont.

1763 NECK YOKES.

Cameron, Dunn Mfg. Co., Limited, The, Strathroy, Ont.
Canada Steel Goods Co., Limited, Hamilton, Ont.
Defiance Handle & Turning Co., Limited, Holstein, Ont.
Heard, John, & Co., St. Thomas, Ont.
Pink, Thomas, Pembroke, Ont.
West Lorne Wagon Co., Limited, The, West Lorne, Ont.

1763a NETS, Cricket and Tennis.

Shurly & Derrett, Limited, Toronto, Ont. (Adv. page 916).

1764 NETS, Fishing.

Leckie, John, Limited, Toronto, Ont.

1765 NETTING, Wire.

Dominion Wire Mfg. Co., Limited, Montreal, Que.
Greening, The B., Wire Co., Limited, Hamilton, Ont. (Adv. page 1096).
Lysaght, John, Limited, Montreal, Que.
Munro Wire Works, Limited, New Glasgow, N.S.
Page Wire Fence Co., Limited, The, Walkerville, Ont. (Adv. page 1079).
Western Wire & Nail Co., Limited, The, London, Ont.

1766 NEWELS.

Anglin, S., & Co., Kingston, Ont. (Adv. page 1097).
Cargill, H., & Son, Cargill, Ont.
Cushing Bros. Co., Limited, Calgary, Alta.
Davidson, James, Ottawa, Ont.
Dempster, James, & Co., Halifax, N.S.
Gignac, J. H., Limited, Quebec, Que.
Harrison, John, & Sons Co., Limited, Owen Sound, Ont.
Itzweire & Sarasin, Montreal, Que.
Kerr, J. & J., Co., Limited, Petrolia, Ont.
Lemon, Gonnason & Co., Victoria, B.C.
Rathbun Co., The, Deseronto, Ont.
Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091).
Rutherford, The Wm., & Sons Co., Montreal, Que. (Adv. page 1116).
Walton, Geo., & Co., Belleville, Ont.

1767 NEWSPAPERS, Daily.

Colonist Printing & Publishing Co., Limited, The, Victoria, B.C.
Globe Printing Co., Toronto, Ont. (Adv. page 1144).
Halifax Herald, The, Halifax, N.S.
Mail Printing Co., Toronto, Ont.
Montreal Star Publishing Co., Limited, The, Montreal, Que.
News Publishing Co. of Toronto, Limited, The, Toronto, Ont.
Ottawa Citizen Co., Limited, The, Ottawa, Ont.

Patrie Publishing Co., Limited, La, Montreal, Que.
Spectator Printing Co., Limited, The, Hamilton, Ont.

1768 NEWSPAPERS, Ready Printed Sheets.

Canada Ready Print Co., The, Hamilton, Ont.

1769 NEWSPAPERS, Trade.

See Trade Publications.

1770 NICKEL-PLATED WARE.

Davidson, The Thos., Mfg. Co., Limited, Montreal, Que. (Adv. page 1130).
Garth Co., The, Montreal, Que.
Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087).
McClary Mfg. Co., The, London, Ont. (Adv. page 930).
Pearce, Henry, Montreal, Que.

1771 NIPPLES.

Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884).
Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119).
Page-Hersey Iron, Tube & Lead Co., Limited, Toronto, Ont.

1772 NIPPLES, Rubber.

Canadian Rubber Co., Limited, The, Montreal, Que. (Adv. Outside Back Cover).

1773 NOTES, Cheques and Drafts.

See Lithographers.

1774 NOVELTIES, Advertising.

Benallack Litho. & Ptg. Co., Limited, The, Montreal, Que.
Bulman Bros., Limited, Winnipeg, Man.
Canada Leather Goods Co., Montreal, Que.
Canada Label and Webbing Co., Limited, Toronto, Ont.
Colonial Weaving Co., Limited, The, Peterborough, Ont.
Duncan Lithographing Co., Limited, The, Hamilton, Ont.
Grip, Limited, Toronto, Ont.
Knowles & Co., London, Ont.
Howell Litho. Co., Limited, Hamilton, Ont.
Lawson & Jones, Limited, London, Ont.
London Printing & Lithographing Co., The, London, Ont.
Montreal Lithographing Co., Limited, The, Montreal, Que. (Adv. page 930).
Push Mfg. Co., The, Toronto, Ont.
Reid Press, Limited, The, Hamilton, Ont.
Rolph & Clark, Limited, Toronto, Ont. (Adv. page 925).
Sale, The Julian, Leather Goods Co., Limited, Toronto, Ont.
Smith, The David, Engraving & Lithographing Co., Toronto, Ont. (Adv. page 933).
Southam Printing & Litho. Co., Limited, The, London, Ont.
Toronto Lithographing Co., Limited, The, Toronto, Ont. (Adv. page 926).

1775 NOVELTIES AND SOUVENIRS, Leather.

Canada Leather Goods Co., Montreal, Que.
Sale, The Julian, Leather Goods Co., Limited, Toronto, Ont.
Winnett & Wellinger, Limited, Toronto, Ont.
Young Bros., Toronto, Ont.

1776 NOVELTIES, Metal.

Macdonald Mfg. Co., Limited, Toronto, Ont. (Adv. page 1086).

1777 NOVELTIES, Paper.

Hamilton Paper Box Co., Hamilton, Ont.
Hand, T. W., Firework Co., Limited, Hamilton, Ont.
Warwick Bros. & Rutler, Limited, Toronto, Ont.

1778 NOVELTIES, Wooden.

Acme Supply Co., Limited, The, Toronto, Ont.
Canada Spool & Bobbin Co., Limited, Walkerton, Ont.
Canada Wood Specialty Co., Limited, The, Orillia, Ont.
Harrison, John, & Sons Co., Limited, Owen Sound, Ont.
Hurdall Novelty Furniture Co., Limited, Orangeville, Ont.
Murray & Gregory, Limited, St. John, N.B.
Phillips & Wrinch, Limited, Toronto, Ont.
Schultz Bros. Co., Limited, The, Brantford, Ont.
Williams Mfg. Co., Limited, The, Montreal, Que.

1779 NOZZLES, Hose.

Garth Co., The, Montreal, Que.
McAvity, T., & Sons, Limited, St. John, N.B.
Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119).
Wilson & Cousins, Toronto, Ont.

1780 NUTS.

Brantford Screw Co., Limited, Brantford, Ont. (Adv. page 1123).
Canada Foundry Co., Limited, Toronto, Ont.
Canada Screw Co., Limited, Hamilton, Ont. (Adv. page 1123).
Gananoque Bolt Co., Limited, Gananoque, Ont.
London Rolling Mill Co., Limited, London, Ont.
Miller Bros. & Toms, Montreal, Que. (Adv. page 1084).
Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884).
Morrow, The John, Screw, Limited, Ingersoll, Ont. (Adv. page 1122).
Ross & Howard Iron Works Co., Limited, Vancouver, B.C.
Starr Mfg. Co., Limited, Dartmouth, N.S.
Toronto Bolt & Forging Co., Limited, Toronto, Ont. (Adv. page 1143).

1781 NUTS, Brass and Steel Finished.

Morrow, The John, Screw, Limited, Ingersoll, Ont. (Adv. page 1122).

1782 NUTS, Case Hardened, Finished, Semi-finished and Special.

Miller Bros. & Toms, Montreal, Que. (Adv. page 1134).
Morrow, The John, Screw, Limited, Ingersoll, Ont. (Adv. page 1122).

1783 NUTS, Cold Punched.

Canada Foundry Co., Limited, Toronto, Ont.
Canada Screw Co., Limited, Hamilton, Ont. (Adv. page 1123).
Morrow, The John, Screw, Limited, Ingersoll, Ont. (Adv. page 1122).

1784 NUTS, Hot Pressed.

Montreal Rolling Mills Co., The, Montreal, Que. (Adv. page 884).
Morrow, The John, Screw, Limited, Ingersoll, Ont. (Adv. page 1122).
Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091).
Starr Mfg. Co., Limited, Dartmouth, N.S.
Toronto Bolt & Forging Co., Limited, Toronto, Ont. (Adv. page 1143).

1785 OARS.

Canadian Canoe Co., Limited, The, Peterborough, Ont.
Dean, Walter, Toronto, Ont.
Ditchburn, The H., Boat Mfg. Co., Limited, Gravenhurst, Ont.
English, The Wm., Canoe Co., Peterborough, Ont.
Gidley, H. E., & Co., Penetanguishene, Ont.
Peterboro Canoe Co., Limited, The, Peterboro, Ont.

1786 OATMEAL AND ROLLED OATS.

Brackman-Ker Milling Co., Limited, The, Victoria, B.C.
Canadian Cereal Co., Limited, The, Toronto, Ont.
Dow Cereal & Milling Co., The, Pilot Mound, Man.
Flavelle Milling Co., Limited, Lindsay, Ont.
McCann, Knox Milling Co., Limited, Toronto, Ont.
McIntosh, P., & Son, Toronto, Ont.
Ogilvie Flour Mills Co., Limited, Montreal, Que.
Pfeffer Bros., Listowel, Ont.
Quaker Oats Co., The, Peterboro, Ont.
Thomson, Walter, & Son, Limited, London, Ont.
Tillson Co., Limited, The, Tillsonburg, Ont.
Western Canada Flour Mills Co., Limited, Toronto, Ont.
Wilson, James, & Sons, Fergus, Ont. (Adv. page 1187.)
Woodstock Cereal Co., Limited, The, Woodstock, Ont.

1787 OCHRES.

Canada Paint Co., Limited, The, Montreal, Que. (Adv. page 1103).

1788 OFFICE FIXTURES.

See Fittings, Wood (Bank, Store and Office).

1789 OFFICE FURNITURE.

See Furniture, Office.

1790 OIL, Cooking and Salad.

Fairbank, The N. K., Co., Montreal, Que.

1791 OIL, Corn.

Edwardsburg Starch Co., Limited, Montreal, Que.

1792 OIL, Fish.

Leonard Bros., Montreal, Que.
Pendray, W. J., Victoria, B.C.
Whitman, Arthur N., Halifax, N.S.

1793 OIL, Fuel, Petroleum.

British American Oil Co., Limited, The, Toronto, Ont.
Canadian Oil Companies, Limited, Toronto, Ont.
Dominion Oil Co., Limited, Hamilton, Ont.
Imperial Oil Co., Limited, The, Montreal, Que.
Queen City Oil Co., Limited, The, Toronto, Ont. (Adv. page 1134).

1794 OIL, Lard.

Crescent Oil Co., The, Hamilton, Ont.
Freeman, The W. A., Co., Limited, Hamilton, Ont.
Morton, David, & Sons, Limited, Toronto, Ont.
Seward, The L. B., Lubricating Co., Ottawa, Ont.

1825 PACKINGS.

Canadian Asbestos Co., Montreal, Que.
Canadian H. W. Johns-Manville Co., Limited, Toronto, Ont.
Canadian Rubber Co., Limited, The, Montreal, Que. (Adv. Outside Back Cover).

1795 OIL, Linseed.

Brandram-Henderson, Limited, Montreal, Que.
Canada Linseed Oil Mills, Limited, Montreal, Que.
Canada Paint Co., Limited, The, Montreal, Que. (Adv. page 1103).
Crescent Oil Company, Hamilton, Ont.
Dominion Linseed Oil Co., Limited, Baden, Ont.
Jamieson, R. C., & Co., Limited, Montreal, Que.
Muirhead, A., Co., Limited, Toronto, Ont.
Pendray, W. J., Victoria, B.C.

1796 OIL, Lubricating.

British American Oil Co., Limited, The, Toronto, Ont.
Canadian Oil Companies, Limited, Toronto, Ont.
Commercial Oil Co., Limited, The, Hamilton, Ont.
Crown Oil Refining Co., Limited, Hamilton, Ont.
Crescent Oil Co., The, Hamilton, Ont.
Dominion Oil Co., Limited, Hamilton, Ont.
Electric Boiler Compound Co., Limited, The, Guelph, Ont.
Imperial Oil Co., Limited, The, Montreal, Que.
McColl Bros. & Co., Toronto, Ont.
Queen City Oil Co., Limited, The, Toronto, Ont. (Adv. page 1134).
Seward, The L. B., Lubricating Co., Ottawa, Ont.

1797, OIL, Neatsfoot.

Dominion Oil Co., Limited, Hamilton, Ont.
Freeman, The W. A., Co., Limited, Hamilton, Ont.
Harris, W., & Co., Toronto, Ont. (Adv. page 1102).
Lawrason, S. F., & Co., London, Ont.
Marquis, F. Canac, Quebec, Que.
Seward, The L. B., Lubricating Co., Ottawa, Ont.

1798 OIL, Oleo.

Harris Abattoir Co., Limited, The, Toronto, Ont.
Martin, D. B., Limited, West Toronto, Ont.

1799, OIL, Refined, Coal or Illuminating.

British American Oil Co., Limited, The, Toronto, Ont.
Canadian Oil Companies, Limited, Toronto, Ont.
Dominion Oil Co., Limited, Hamilton, Ont.
Imperial Oil Co., Limited, The, Montreal, Que.
McColl Bros. & Co., Toronto, Ont.
Queen City Oil Co., Limited, The, Toronto, Ont. (Adv. page 1134).

1800 OIL, Road Bed and Road.

Imperial Oil Co., Limited, The, Montreal, Que.

1801 OIL, Timber Preserving.

Dominion Tar & Chemical Co., Limited, The, Sydney, N.S.

1802 OIL, Wood Tar.

Canadian Turpentine, Limited, Montreal, Que.
Standard Chemical Co. of Toronto, Limited, The, Toronto, Ont.

Electric Boiler Compound Co., Limited, The, Guelph, Ont.
Garlock Packing Co., The, Hamilton, Ont.
Hamilton Engine Packing Co., Hamilton, Ont.
Jenkins Bros., Limited, Montreal, Que.
McColl Bros. & Co., Toronto, Ont.

1803 OIL CAKE, Linseed.

Canada Linseed Oil Mills, Limited, Montreal, Que.
Canada Paint Co., Limited, The, Montreal, Que. (Adv. page 1103).
Dominion Linseed Oil Co., Limited, Baden, Ont.

1804 OILCLOTH, Floor, Table, Stair, Carriage and Enameled.

Dominion Oil Cloth Co., Limited, The, Montreal, Que. (Adv. page 918).

1805 OILERS, Machine.

Booth Copper Co., Limited, The, Toronto, Ont.
Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087).
Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119).
Penberthy Injector Co., Limited, Windsor, Ont.
Wright, E. T., & Co., Hamilton, Ont.

1806 OILING DEVICES.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119).
Penberthy Injector Co., Limited, Windsor, Ont.

1807 OIL WELL SUPPLIES.

Kerr, J. & J., Co., Limited, Petrolia, Ont.
Oil Well Supply Co., Limited, Petrolia, Ont. (Adv. page 1132).

1808 OINTMENT, Hoof.

Commercial Oil Co., Limited, The, Hamilton, Ont.
Nonsuch Mfg. Co., Limited, The, Toronto, Ont.

1809 OPENERS, Bottle.

Aluminum & Crown Stopper Co., Toronto, Ont.

1810 OPTICAL MATERIALS.

Consolidated Optical Co., Limited, Toronto, Ont.
Zock, J. J., & Co., Limited, Toronto, Ont.

1812 ORES, Gold, Silver and Copper.

Granby Consolidated Mining, Smelting & Power Co., Limited, Grand Forks, B.C.
Tye Copper Co., Limited, The, Victoria, B.C.

1813 ORE, Iron.

Dominion Iron & Steel Co., Limited, Sydney, C.B.
Mineral Range Iron Mining Co., Limited, The, Bessemer, Ont.
Nova Scotia Steel & Coal Co., Limited, New Glasgow, N.S. (Adv. page 1125).

1814 ORGANS, Parlor, Lodge, Church and School.

Bell Piano & Organ Co., Limited, The, Guelph, Ont.
Doherty, W., Piano & Organ Co., Limited, Clinton, Ont.
Dominion Organ & Piano Co., Limited, The, Bowmanville, Ont.
Goderich Organ Co., Limited, The, Goderich, Ont. (Adv. page 1135).
Karn-Morris Piano & Organ Co., Limited, Woodstock, Ont.

Wing, J. T., & Co., Windsor, Ont.

1826 PACKING, Asbestos.

Canadian Asbestos Co., Montreal, Que.
Canadian H. W. Johns-Manville Co., Limited, Toronto, Ont.

Sherlock-Manning Organ Co., The, London, Ont.
Thomas Organ & Piano Co., Woodstock, Ont.

1815 ORGANS, Pipe.

Casavant Freres, St. Hyacinthe, Que. (Adv. page 923).
Hay & Co., Woodstock, Ont.
Karn-Morris Piano & Organ Co., Limited, Woodstock, Ont.

1816 ORGAN REEDS, Reed Boards and Keys.

Higel, The Otto, Co., Limited, Toronto, Ont.

1817 ORNAMENTS, Hair.

Smith, D'Entremont Co., Limited, The, Toronto, Ont.

1818 ORNAMENTS, Millinery, Dress, Military, Etc.

Dominion Cord & Tassel Co., The, Montreal, Que.
Moulton & Co., Montreal, Que.
Peters, J. Henry, Co., Toronto, Ont.
Textile Trimmings Co., The, Toronto, Ont.

1819 ORNAMENTS, Pressed Zinc.

Metallic Roofing Co. of Canada, Limited, The, Toronto, Ont. (Adv. pages 1080-1081).
Ormsby, A. B., Limited, Toronto, Ont. (Adv. page 1096).

1820 OUTFITTERS, Children's.

Knox Mfg. Co., Toronto, Ont.

1821 OVENS.

Fletcher Mfg. Co., Limited, Toronto, Ont.
Gardner, Robert, & Son, Montreal, Que. (Adv. page 896).
Turner, John, & Son, Toronto, Ont.

1822 OVERALLS.

Braime, T. E., & Co., Limited, Toronto, Ont.
Canadian Convertors Co., Limited, Montreal, Que.
Chalcraft, W. E., & Co., Limited, Toronto, Ont.
Clayton & Sons, Halifax, N.S.
Goodhue, J. B., Rock Island, Que.
Henderson Mfg. Co., The, Winnipeg, Man.
Levy, H., & Sons, Limited, Montreal, Que.
Maritime Hat & Cap Co., The, Truro, N.S.
Pauline & Co., Victoria, B.C.
Turner, Beeton & Co., Limited, Victoria, B.C.
Wilkins, Robert C., Montreal, Que.
Woods, Limited, Ottawa, Ont.

1823 OVERSHOES.

Gutta Percha & Rubber Mfg. Co., Limited, The, Toronto, Ont. (Adv. Inside Back Cover).
Maple Leaf Rubber Co., Limited, The, Port Dalhousie, Ont.

1824 OXIDES.

Canada Paint Co., Limited, The, Montreal, Que. (Adv. page 1103).
Ramsay, A., & Son Co., Montreal, Que.

Canadian Rubber Co., Limited, The, Montreal, Que. (Adv. Outside Back Cover).

Dunlop Tire & Rubber Goods Co., Limited, Toronto, Ont. (Adv. page 1145.)

Hamilton Engine Packing Co., Hamilton, Ont.

1827 PACKING, Rubber.

Canadian Rubber Co., Limited, The, Montreal, Que. (Adv. Outside Back Cover.)
Dunlop Tire & Rubber Goods Co., Limited, Toronto, Ont. (Adv. page 1145.)

Durham Rubber Co., Limited, Bowmanville, Ont. (Adv. page 1094.)

Gutta Percha & Rubber Mfg. Co., Limited, The, Toronto, Ont. (Adv. Inside Back Cover.)

1828 PADDING, Table, Cradle and Crib.

Montreal Quilting Co., Limited, The, Montreal, Que.
Smart Bag Co., Limited, The, Montreal, Que. (Adv. page 1098.)

1829 PADDING, Stair.

Lazier Paper Mills, Limited, Belleville, Ont.
Montreal Quilting Co., Limited, The, Montreal, Que.

1830 PADDING, Coat.

Montreal Quilting Co., Limited, The, Montreal, Que.
Smart Bag Co., Limited, The, Montreal, Que. (Adv. page 1098.)

1831 PADDLES, Canoe.

Canadian Canoe Co., Limited, The, Peterborough, Ont.
Dean, Walter, Toronto, Ont.
Ditchburn, The H. Boat Mfg. Co., Limited, Gravenhurst, Ont.
English, The Wm., Canoe Co., Peterborough, Ont.
Gidley, H. E., & Co., Penetanguishene, Ont.
Ross, Henry, Indian Lorette, Que.

1832 PADLOCKS, Steel and Brass.

Brass & Steel Goods, Limited, Belleville, Ont.

1833 PADS, Horseshoe.

Canadian Rubber Co., Limited, The, Montreal, Que. (Adv. Outside Back Cover.)
Dunlop Tire & Rubber Goods Co., Limited, Toronto, Ont. (Adv. page 1145.)

1834 PADS, Sweat.

Adams Bros. Harness Mfg. Co., Limited, Toronto, Ont.

1835 PAILS, Fibre.

Eddy, The E. B., Co., Limited, Hull, Que. (Adv. page 901.)

1836 PAILS, Galvanized.

Aubry, A., & Fils, Montreal, Que.
Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)

1837 PAILS, Paper (Ice Cream and Oyster).

Dominion Paper Box Co., Limited, Toronto, Ont. (Adv. page 1099.)

1838 PAILS, Sap.

Grimm Mfg. Co., The, Montreal, Que.

1839 PAILS, Tin (lard, paint, etc.).

American Can Co., Montreal, Que. (Adv. page 1143.)
Aubry, A., & Fils, Montreal, Que.
Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)
Macdonald Mfg. Co., Limited, Toronto, Ont. (Adv. page 1086.)
Norton Mfg. Co., The, Hamilton, Ont.

1840 PAILS, Wooden (lard, candy, etc.).

Boeckh Bros. Co., Limited, The, Toronto, Ont. (Adv. page 1100.)
Cane, Wm., & Sons Co., Newmarket, Ont.
Eddy, The E. B., Co., Limited, Hull, Que. (Adv. page 901.)
Keenan Woodenware Mfg. Co., Limited, Owen Sound, Ont.

1841 PAINT, Bridge, Girder, etc.

Canada Paint Co., Limited, The, Montreal, Que. (Adv. page 1103.)
Crescent Oil Co., The, Hamilton, Ont.
Muirhead, A., Co., Limited, Toronto, Ont.
Standard Paint & Varnish Co., Limited, Windsor, Ont.
Stanaland Co., Limited, The, Victoria, B.C.

1842 PAINT, Carbon.

Commercial Oil Co., Limited, The, Hamilton, Ont.
Muirhead, A., Co., Limited, Toronto, Ont.
Stanaland Co., Limited, The, Victoria, B.C.

1843 PAINT, Copper.

Brandram-Henderson, Limited, Montreal, Que.
Canada Paint Co., Limited, The, Montreal, Que. (Adv. page 1103.)
Moore, Benjamin & Co., West Toronto, Ont.
Pendray, W. J., Victoria, B.C.

1844 PAINT, Gold and Aluminium.

Brandram-Henderson, Limited, Montreal, Que.
Canada Paint Co., Limited, The, Montreal, Que. (Adv. page 1103.)
Canadian Bronze Powder Works, The, Montreal, Que.
Domestic Specialty Co., Limited, Hamilton, Ont.
Imperial Varnish & Color Co., Limited, The, Toronto, Ont. (Adv. page 1102.)
Martin Senour Co., Limited, The, Montreal, Que.
Moore, Benjamin & Co., Limited, West Toronto, Ont.
Standard Paint & Varnish Co., Limited, Windsor, Ont.
Stanaland Co., Limited, The, Victoria, B.C.

1845 PAINTS, Ground in Oil.

Brandram-Henderson, Limited, Montreal, Que.
Canada Paint Co., Limited, Montreal, Que. (Adv. page 1103.)
Dods, P. D., & Co., Limited, Montreal, Que.
Muirhead, A., Co., Limited, Toronto, Ont.
Pendray, W. J., Victoria, B.C.
Stanaland Co., Limited, The, Victoria, B.C.

1846 PAINT, Mixed.

Brandram-Henderson, Limited, Montreal, Que.
Canadian Oil Companies, Limited, Toronto, Ont.
Canada Paint Co., Limited, The, Montreal, Que. (Adv. page 1103.)
Crown Oil Refining Co., Limited, Hamilton, Ont.
Dods, P. D., & Co., Limited, Montreal, Que.
Imperial Varnish & Color Co., Limited, The, Toronto, Ont. (Adv. page 1102.)
Jamieson, R. C., & Co., Limited, Montreal, Que.
Langmuir, James, & Co., Limited, Toronto, Ont.
Moore, Benjamin & Co., Limited, West Toronto, Ont.
McColl Bros. & Co., Toronto, Ont.
Ottawa Paint Works, The, Ottawa, Ont.
Pendray, W. J., Victoria, B.C.
Ramsay, A., & Son Co., Montreal, Que.
Robertson, The James, Co., Limited, Montreal, Que.
Sherwin-Williams Co., The, Montreal, Que.
Standard Paint & Varnish Co., Limited, Windsor, Ont.
Stanaland Co., Limited, The, Victoria, B.C.
Stephens, G. F., & Co., Limited, Winnipeg, Man.
Winnipeg Paint & Glass Co., Limited, The, Winnipeg, Man.

1847 PAINT, Railway, Ship and House.

Brandram-Henderson, Limited, Montreal, Que.
Canada Paint Co., Limited, Montreal, Que. (Adv. page 1103.)
Dods, P. D., & Co., Limited, Montreal, Que.
Imperial Varnish & Color Co., Limited, The, Toronto, Ont. (Adv. page 1102.)
Jamieson, R. C., & Co., Limited, Montreal, Que.
Langmuir, James, & Co., Limited, Toronto, Ont.
Martin Senour Co., Limited, The, Montreal, Que.
Muirhead, A., Co., Limited, Toronto, Ont.
Pendray, W. J., Victoria, B.C.
Ramsay, A., & Son Co., Montreal, Que.
Sherwin-Williams Co., The, Montreal, Que.
Standard Paint & Varnish Co., Limited, Windsor, Ont.
Stanaland Co., Limited, The, Victoria, B.C.

1848 PAINT, Roofing.

Bird, F. W., & Son, Hamilton, Ont. (Adv. page 1112.)
Brantford Roofing Co., Limited, Brantford, Ont.
Electric Boiler Compound Co., Limited, The, Guelph, Ont.
Muirhead, A., Co., Limited, Toronto, Ont.
Standard Paint Co. of Canada, Limited, The, Montreal, Que.
Stanaland Co., Limited, The, Victoria, B.C.

1849 PANS, Bakers' and Confectioners'.

Booth Copper Co., Limited, The, Toronto, Ont.
Davidson, The Thos., Mfg. Co., Limited, Montreal, Que. (Adv. page 1130.)
Fletcher Mfg. Co., Limited, Toronto, Ont.
Gardner, Robert & Son, Limited, Montreal, Que. (Adv. page 896.)
Gurney, Tilden Co., Limited, The, Hamilton, Ont. (Adv. page 912.)
Macnab & Roberts, Limited, Winnipeg, Man.

1850 PANS (Frying), and Spiders.

Amherst Foundry Co., Limited, The, Amherst, N.S.
Aubry, A., & Fils, Montreal, Que.
Gurney, Tilden Co., Limited, The, Hamilton, Ont. (Adv. page 912.)
Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)
Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)

1851 PANS, Kneading.

Aubry, A., & Fils, Montreal, Que.

1852 PANS, Vacuum, for condensed milk.

Booth Copper Co., of Toronto, Limited, Toronto, Ont.

1853 PANTS, Tweed, Denim and Duck.

Braime, T. E., & Co., Limited, Toronto, Ont.
Carss Mackinaw Clothing Co., Orillia, Ont. (Adv. page 914.)
Challcraft, W. E., & Co., Limited, Toronto, Ont.
Goodhue, J. B., Rock Island, Que.
Henderson Mfg. Co., The, Winnipeg, Man.
Levy, H., & Sons, Limited, Montreal, Que.
Oxford Mfg. Co., Limited, Oxford, N.S.
Pauline & Co., Victoria, B.C.
Turner, Beeton & Co., Limited, Victoria, B.C.
Wilkins, Robert C., Montreal, Que.
Woods, Limited, Ottawa, Ont.

1854 PAPER, Asbestos, Corrugated.

Canadian Asbestos Co., Montreal, Que.

1855 PAPER, Blotting.

Ritchie & Ramsay, Limited, Toronto, Ont. (Adv. page 931.)

1856 PAPER, Blue and Black Print.

Canada Blue Print Paper Co., Montreal, Que.
Hughes Owens Co., Limited, The, Montreal, Que.

1857 PAPER, Book.

Barber, Wm., & Bros., Limited, Georgetown, Ont. (Adv. page 930.)
Canada Coating Mills, Limited, Georgetown, Ont.
Canada Paper Co., Limited, Windsor Mills, Que.
Eddy, The E. B., Co., Limited, Hull, Que. (Adv. page 901.)
Fisher, John, & Son, Limited, Dundas, Ont.
Gage, W. J., & Co., Limited, Toronto, Ont. (Adv. page 928.)
Kinleith Paper Co., Limited, St. Catharines, Ont.
Montrose Paper Co., Limited, The, Thorold, Ont.
Northern Mills Co., The, Montreal, Que. (Adv. page 927.)
Ritchie & Ramsay, Limited, Toronto, Ont. (Adv. page 931.)
St. Lawrence Paper Mills, Limited, Mille Roches, Ont.
Toronto Paper Mfg. Co., The, Cornwall, Ont. (Adv. page 924.)

1858 PAPER, Building.

Bird, F. W., & Son, Hamilton, Ont. (Adv. page 1112.)
Dominion Paper Co., Montreal, Que.
Ford, Jos., & Co., Portneuf Station, Que.
Fisher, John, & Son, Limited, Dundas, Ont.
Lockerby & McComb, Montreal, Que. (Adv. page 1138.)
McArthur, Alex., & Co., Limited, Montreal, Que. (Adv. page 1079.)
Merrick-Anderson Co., Winnipeg, Man.
Montreal Paper Co., St. Basile, Que.
Northumberland Paper & Electric Co., Limited, The, Campbellford, Ont.
Paterson Mfg. Co., Limited, The, Toronto, Ont.
Riordon Paper Mills, Limited, The, Montreal, Que. (Adv. page 924.)
St. Croix Paper Co., Limited, Halifax, N.S.
Walker, J. R., & Co., Montreal, Que. (Adv. page 926.)

1859 PAPER, Carbon.

Peerless Carbon & Ribbon Mfg. Co., Limited, Toronto, Ont.
Underwood, John, & Co., Toronto, Ont.
Wilson Carbon Paper Co., Limited, Montreal, Que.

1860 PAPER, Coated and Enameled.

Barber, Wm., & Bros., Limited, Georgetown, Ont. (Adv. page 930.)
Canada Coating Mills, Limited, Georgetown, Ont.
Consolidated Lithographing & Mfg. Co., Limited, Montreal, Que.
Ritchie & Ramsay, Limited, Toronto, Ont. (Adv. page 931.)

1861 PAPER, Colored.

Barber, Wm., & Bros., Limited, Georgetown, Ont. (Adv. page 930.)
Canada Paper Co., Limited, Windsor Mills, Que.
Eddy, The E. B., Co., Limited, Hull, Que. (Adv. page 901.)
Lincoln Paper Mills Co., Limited, The, Merriton, Ont.
McArthur, Alex., & Co., Limited, Montreal, Que. (Adv. page 1079.)
Toronto Paper Mfg. Co., The, Cornwall, Ont. (Adv. page 924.)

1862 PAPER, Corrugated.

Elliot Mfg. Co., Limited, The, Toronto, Ont.
Martin Corrugated Paper & Box Co., Limited, The, Toronto, Ont. (Adv. page 1112.)

1863 PAPER, Cover.

Barber, Wm., & Bros., Limited, Georgetown, Ont. (Adv. page 930).
 Canada Coating Mills, Limited, Georgetown, Ont.
 Eddy, The E. B., Co., Limited, Hull, Que. (Adv. page 901).
 Kinleith Paper Co., Limited, St. Catharines, Ont.
 Montrose Paper Co., Limited, The, Thorold, Ont.
 Northern Mills Co., The, Montreal, Que. (Adv. page 927).
 Ritchie & Ramsay, Limited, Toronto, Ont. (Adv. page 931).
 St. Raymond Paper Co., Limited, Montreal, Que.
 Toronto Paper Mfg. Co., The, Cornwall, Ont. (Adv. page 924).

1864 PAPER, Envelope.

Barber, Wm., & Bros., Limited, Georgetown, Ont. (Adv. page 930).
 Eddy, The E. B., Co., Limited, Hull, Que. (Adv. page 901).
 Kinleith Paper Co., Limited, St. Catharines, Ont.
 Lincoln Paper Mills Co., Limited, The, Merritton, Ont.
 Montrose Paper Co., Limited, The, Thorold, Ont.
 Northern Mills Co., The, Montreal, Que. (Adv. page 927).
 Rolland Paper Co., The, Montreal, Que. (Adv. page 929).
 St. Lawrence Paper Mills, Limited, Mille Roches, Ont.
 Toronto Paper Mfg. Co., The, Cornwall, Ont. (Adv. page 924).

1865 PAPER, Fly.

Briggs, G. C., & Son, Hamilton, Ont.
 Stearns, Frederick, & Co., Windsor, Ont.
 Thum, The O. & W., Co., Walkerville, Ont. (Adv. page 1120).

1866 PAPER, Glazed.

Consolidated Lithographing & Mfg. Co., Limited, Montreal, Que.

1867 PAPER, Gummed.

Ritchie & Ramsay, Limited, Toronto, Ont. (Adv. page 931).

1868 PAPER, Insulating and Sheathing.

Bird, F. W., & Son, Hamilton, Ont. (Adv. page 1112).
 McArthur, Alex., & Co., Limited, Montreal, Que. (Adv. page 1079).
 Standard Paint Co. of Canada, Limited, The, Montreal, Que.

1869 PAPER, Label.

Barber, Wm., & Bros., Limited, Georgetown, Ont. (Adv. page 930).

1870 Paper, Litho.

Barber, Wm., & Bros., Limited, Georgetown, Ont. (Adv. page 930).
 Canada Coating Mills, Limited, Georgetown, Ont.
 Kinleith Paper Co., Limited, St. Catharines, Ont.
 Montrose Paper Co., Limited, The, Thorold, Ont.
 Northern Mills Co., The, Montreal, Que. (Adv. page 927).
 Ritchie & Ramsay, Limited, Toronto, Ont. (Adv. page 931).
 St. Lawrence Paper Mills, Limited, Mille Roches, Ont.
 Toronto Paper Mfg. Co., The, Cornwall, Ont. (Adv. page 924).

1871 PAPER, News.

Barber, Wm., & Bros., Limited, Georgetown, Ont. (Adv. page 930).
 Belgo-Canadian Pulp & Paper Co., Limited, Shawinigan Falls, Que.
 Booth, J. R., Ottawa, Ont.
 Canada Paper Co., Limited, Windsor Mills, Que.
 Dominion Paper Co., Montreal, Que.
 Eddy, The E. B., Co., Limited, Hull, Que. (Adv. page 901).

Finlay, W. J., & Co., Strathcona, Ont.

Ford, Jos., & Co., Portneuf Station, Que.
 Laurentide Paper Co., Limited, The, Grand Mere, Que.
 Lincoln Paper Mills Co., Limited, The, Merritton, Ont.
 McArthur, Alex., & Co., Limited, Montreal, Que. (Adv. page 1079).
 Riordon Paper Mills, Limited, The, Montreal, Que. (Adv. page 924).
 Thomson Paper Co., The, Newburgh, Ont.

1872 PAPER, Photographic.

Canada Blue Print Paper Co., Montreal, Que.
 Canadian Kodak Co., Limited, Toronto, Ont. (Adv. page 922).
 Consolidated Lithographing & Mfg. Co., Limited, Montreal, Que.

1873 PAPER, Stencil.

Peerless Carbon & Ribbon Mfg. Co., Limited, Toronto, Ont.

1874 PAPER, Tag, Tissue, and Bag.

Eddy, The E. B., Co., Limited, Hull, Que. (Adv. page 901).
 Lincoln Paper Mills Co., Limited, The, Merritton, Ont.

1875 PAPER, Toilet.

Dominion Paper Co., Montreal, Que.
 Eddy, The E. B., Co., Limited, Hull, Que. (Adv. page 901).
 Fisher, John, & Son, Limited, Dundas, Ont.
 Wilson, The J. C., & Co., Limited, Montreal, Que.

1876 PAPER, Typewriter.

Buntin, Gillies & Co., Limited, Hamilton, Ont.
 Eddy, The E. B., Co., Limited, Hull, Que. (Adv. page 901).
 Northern Mills Co., The, Montreal, Que. (Adv. page 927).
 Rolland Paper Co., The, Montreal, Que. (Adv. page 929).
 Toronto Paper Mfg. Co., The, Cornwall, Ont. (Adv. page 924).

1877 PAPER, Wall, or Paper Hangings.

Boxer, The Reg. N., Co., Limited, Toronto, Ont.
 McArthur, Colin, & Co., Inc., Montreal, Que.
 Stauntons, Limited, Toronto, Ont. (Adv. page 1121).
 Watson, Foster Co., Limited, The, Montreal, Que.

1878 PAPER, Wall or Hanging (unprinted).

Ford, Joseph, & Co., Portneuf Station, Que.
 McArthur, Alex., & Co., Limited, Montreal, Que. (Adv. page 1079).
 Riordon Paper Mills, Limited, The, Montreal, Que. (Adv. page 924).

1879 PAPER, Waxed.

Bradshaw, I. D., & Co., Toronto, Ont.
 Fisher, John, & Son, Limited, Dundas, Ont.

1880 PAPER, Wrapping and Manila.

British Canadian Wood, Pulp and Paper Co., Limited, Vancouver, B.C.
 Canada Paper Co., Limited, Windsor Mills, Que.
 Dominion Paper Co., Montreal, Que.
 Eddy, The E. B., Co., Limited, Hull, Que. (Adv. page 901).
 Finlay, W. J., & Co., Strathcona, Ont.
 Fisher, John, & Son, Limited, Dundas, Ont.
 Ford, Jos., & Co., Portneuf Station, Que.
 Lazier Paper Mills, Limited, Belleville, Ont.
 Lincoln Paper Mills Co., Limited, The, Merritton, Ont.

McArthur, Alex., & Co., Limited, Montreal, Que. (Adv. page 1079).

Montreal Paper Co., St. Basile, Que.

New Brunswick Pulp & Paper Co., Limited, Millerton, N.B. (Adv. page 933).

Riordon Paper Mills, Limited, The, Montreal, Que. (Adv. page 924).

St. Croix Paper Co., Limited, Halifax, N.S.

Thomson Paper Co., The, Newburgh, Ont.

Wilson, The J. C., & Co., Limited, Montreal, Que.

1881 PAPER, Writing and Ledger.

Buntin, Gillies & Co., Limited, Hamilton, Ont.
 Eddy, The E. B., Co., Limited, Hull, Que. (Adv. page 901).
 Gage, W. J., & Co., Limited, Toronto, Ont. (Adv. page 928).
 Kinleith Paper Co., Limited, St. Catharines, Ont.
 Montrose Paper Co., Limited, The, Thorold, Ont.
 Northern Mills Co., The, Montreal, Que. (Adv. page 927).
 Rolland Paper Co., The, Montreal, Que. (Adv. page 929).
 St. Lawrence Paper Mills, Limited, Mille Roches, Ont.
 Toronto Paper Mfg. Co., The, Cornwall, Ont. (Adv. page 924).

1882 PAPER GOODS.

Paper Goods Co., Limited, The, Toronto, Ont.

1883 PAPETERIES.

Barber & Ellis Co., Limited, The, Toronto, Ont. (Adv. page 933).
 Buntin, Gillies & Co., Limited, Hamilton, Ont.
 Copp, Clark Co., Limited, The, Toronto, Ont.
 Dawson, W. V., & Co., Montreal, Que.
 Gage, W. J., & Co., Limited, Toronto, Ont. (Adv. page 928).
 Reason, H. T., & Co., London, Ont.
 Warwick Bros. & Rutter, Limited, Toronto, Ont.

1884 PARASOLS AND SUNSHADES.

Dominion Umbrella Factory, The, Montreal, Que.
 Irving Umbrella Co., Limited, The, Toronto, Ont.

1885 PARIS GREEN.

Canada Paint Co., Limited, The, Montreal, Que. (Adv. page 1103).
 Sherwin-Williams Co., The, Montreal, Que.

1886 PARTITIONS, Fireproof.

Ormsby, A. B., Limited, Toronto, Ont. (Adv. page 1096).

1887 PASTE, Coconut Caramel.

Downey, W. P., Montreal, Que.

1888 PASTE, Photo, Etc.

Domestic Specialty Co., Limited, Hamilton, Ont.
 Gilmour Bros. & Co., Montreal, Que.
 Underwood, John, & Co., Toronto, Ont.

1889 PATTERN MAKERS.

Galt Malleable Iron Co., Limited, Galt, Ont. (Adv. page 1125).
 Hall Engineering Works, The, Montreal, Que.
 Hamilton, Wm., Co., Limited, Peterborough, Ont.
 McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136).
 Matheson, I., & Co., Limited, New Glasgow, N.S.
 Page-Hersey Iron, Tube & Lead Co., Limited, Toronto, Ont.
 Ross & Howard Iron Works Co., Limited, Vancouver, B.C.
 Stevens Co. of Galt, Limited, The, Galt, Ont.
 Turner, John, & Son, Toronto, Ont.

1890 PATTERNS, Bug.

Garrett, John E., New Glasgow, N.S.

1891 PEANUT BUTTER.

See Butter, Peanut.

1892 PEAS, Split.

Canadian Cereal Co., Limited, Toronto, Ont.
 McCann, Knox Milling Co., Limited, Toronto, Ont.
 McIntosh, P., & Son, Toronto, Ont.
 Murton, H., Guelph, Ont.
 Thomson, Walter, & Son, Limited, London, Ont.
 Tillson Co., Limited, The, Tillsonburg, Ont.
 Wilson, James, & Sons, Fergus, Ont. (Adv. page 1137).
 Woodstock Cereal Co., Limited, The, Woodstock, Ont.

1893 PEAVEYS.

McFarlane-Neill Mfg. Co., Limited, St. Mary's, N.B.
 Pink, Thomas, Pembroke, Ont.

1894 PEDESTALS, Church and Lodge-room.

Toronto Furniture Co., Limited, The, Toronto, Ont.
 Valley City Seating Co., Limited, The, Dundas, Ont.

1895 PEDESTALS AND JARDINIERES.

Lippert Furniture Co., Limited, Berlin, Ont.

1896 PEELS, Bakers'.

Fletcher Mfg. Co., Limited, Toronto, Ont.
 Turner, John, & Son, Toronto, Ont.

1897 PEGS, BUTTONS AND TOGGLES, Tent.

Canada Spool & Bobbin Co., Limited, Walkerton, Ont.

1898 PENCILS, Lead, Fancy.

Waterman, L. E., Co., Limited, Montreal, Que.

1899 PENS, Fountain.

Waterman, L. E., Company, Limited, Montreal, Que.

1900 PENTSTOCKS.

Goldie & McCulloch Co., Limited, The, Galt, Ont. (Adv. page 885).
 Jenckes Machine Co., Limited, The, Sherbrooke, Que.
 McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136).

1901 PERFUMERY.

Lyman Bros. & Co., Limited, The, Toronto, Ont. (Adv. page 905).
 Lyman, Limited, Montreal, Que.
 Royal Crown, Soaps, Limited, The, Vancouver, B.C.
 Seely Mfg. Co., Windsor, Ont.
 Sovereign Perfumes, Limited, Toronto, Ont.
 Stearns, Frederick, & Co., Windsor, Ont.
 Taylor, John, & Co., Toronto, Ont.
 Wampole, Henry K., & Co., Limited, Perth, Ont.

1902 PETROLEUM AND ITS PRODUCTS.

British-American Oil Co., Limited, The, Toronto, Ont.
 Crown Oil Refining Co., Limited, Hamilton, Ont.
 Dominion Oil Co., Limited, Hamilton, Ont.
 Englehart, J. L., & Co., Petrolia, Ont.
 Imperial Oil Co., Limited, The, Montreal, Que.
 Queen City Oil Co., Limited, The, Toronto, Ont. (Adv. page 1134).

1903 PEWS.

Anglin, S., & Co., Kingston, Ont. (Adv. page 1097).
 Berlin Interior Hardwood Co., Limited, Berlin, Ont.
 Canadian Office & School Furniture Co., Limited, Preston, Ont. (Adv. page 1113).

Christie Woodworking Co., Limited, The, St. John, N.B.
 Cushing Bros., Co., Limited, Calgary, Alta.
 Globe Furniture Co., Limited, The, Walkerville, Ont. (Adv. page 1117.)
 Paquet & Godbout, St. Hyacinthe, Que.
 Rathbun Co., The, Deseronto, Ont.
 Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091.)
 Valley City Seating Co., Limited, The, Dundas, Ont.

1904 PHAETONS AND TRAPS.
 Armstrong, The J. B., Mfg. Co., Limited, Guelph, Ont.
 Brantford Carriage Co., Limited, The, Brantford, Ont.
 Canada Carriage Co., The, Brockville, Ont.
 Gray, The Wm., & Sons Co., Limited, Chatham, Ont.
 McLaughlin Carriage Co., Limited, Oshawa, Ont.
 Mount Forest Carriage Co., Limited, The, Mount Forest, Ont.
 Munro & McIntosh Carriage Co., Limited, The, Alexandria, Ont.
 Tremblay, F., & Co., Montreal, Que.
 Tudhope Carriage Co., Limited, The, Orillia, Ont.

1905 PHARMACEUTICAL PREPARATIONS.
 Chemical Laboratories, Limited, Toronto, Ont. (Adv. page 1133.)
 Frost, Charles E., & Co., Montreal, Que.
 Lyman Bros. & Co., Limited, The, Toronto, Ont. (Adv. page 905.)
 Lyman's, Limited, Montreal, Que.
 National Drug & Chemical Co. of Canada, Limited, Montreal, Que.
 Parke, Davis & Co., Walkerville, Ont.
 Saunders, W. E., & Co., London, Ont.
 Stearns, Frederick, & Co. Windsor, Ont.
 Toronto Pharmaceutical Co., Limited, The, Toronto, Ont.

1906 PHOSPHATES.
 Canada Chemical Mfg. Co., Limited, The, London, Ont. (Adv. page 1131.)
 Capelton Chemical & Fertilizer Co., Buckingham, Que.
 Nichols Chemical Co. of Canada, Limited, The, Montreal, Que. (Adv. page 1129.)

1907 PHOTO ENGRAVING.
 See Engraving, Photo, etc.

1908 PHOTO MATERIALS.
 Canadian Kodak Co., Limited, Toronto, Ont. (Adv. page 922.)
 Consolidated Lithographing & Mfg. Co., Limited, Montreal, Que.

1909 PIANOS.
 Bell Piano & Organ Co., Limited, The, Guelph, Ont.
 Craig Piano Co., The, Montreal, Que. (Adv. page 922.)
 Doherty, W., Piano and Organ Co., Limited, Clinton, Ont.
 Dominion Organ & Piano Co., Limited, The, Bowmanville, Ont.
 Evans Bros. Piano & Mfg. Co., Limited, Ingersoll, Ont.
 Foster-Armstrong Co., Berlin, Ont.
 Gourlay, Winter & Leeming, Toronto, Ont. (Adv. page 923.)
 Hay & Co., Woodstock, Ont.
 Heintzman, Gerhard, Limited, Toronto, Ont.
 Heintzman & Co., Limited, Toronto, Ont.
 Karn-Morris Piano & Organ Co., Limited, Woodstock, Ont.
 Martin-Orme Piano Co., Limited, The, Ottawa, Ont.
 Mason & Risch Piano Co., Limited, The, Toronto, Ont.
 Mendelssohn Piano Co., Toronto, Ont.
 Newcombe Piano Co., Limited, The, Toronto, Ont.
 Nordheimer Piano & Music Co., Limited, The, Toronto, Ont.

Sherlock-Manning Organ Co., The, London, Ont.
 Stanley, Frank, Toronto, Ont.
 Thomas Organ & Piano Co., Woodstock, Ont.
 Williams Piano Co., Limited, The, Oshawa, Ont.
 Wormwith Piano Co., Limited, Kingston, Ont.

1910 PIANO ACTIONS.
 See Actions, piano.

1911 PIANO BENCHES AND STOOLS.
 See Stools, piano and organ.

1912 PIANO DAMPERS.
 See Dampers, piano.

1913 PIANO KEYS.
 See Keys, piano.

1914 PIANO PLAYERS.
 See Playerpianos.

1915 PIANO SUPPLIES.
 Best, D. M., & Co., Toronto, Ont.
 Higle, The Otto, Co., Limited, Toronto, Ont.

1916 PICKER-STICKS.
 Canada Spool & Bobbin Co., Limited, Walkerton, Ont.
 Canada Wheel Works, Limited, The, Merriton, Ont. (Adv. page 1079.)
 Lachute Shuttle Co., Limited, Lachute Mills, Que.

1917 PICKETS, Fence.
 Andre Cushing & Co., St. John, N.B.
 Christie Woodworking Co., Limited, The, St. John, N.B.
 Cushing Bros. Co., Limited, Calgary, Alta.
 Gignac, J. H., Limited, Quebec, Que.
 Harrison, John, & Sons Co., Limited, Owen Sound, Ont.
 Leigh, James, & Sons, Victoria, B.C.
 Metis Lumber Co., The, Price, Que.
 Murray & Gregory, Limited, St. John, N.B.
 Rathbun Co., The, Deseronto, Ont.
 Victoria Lumber & Mfg. Co., Limited, Chemainus, B.C.

1918 PICKLES.
 Blackwood's, Limited, The, Winnipeg, Man.
 Davies, The Wm., Co., Limited, Toronto, Ont.
 Dyson Co., The, Winnipeg, Man.
 Empress Mfg. Co., Ltd., Vancouver, B.C.
 Kootenay Jam Co., Limited, The, Nelson, B.C.
 Lytle, The T. A., Co., Limited, Toronto, Ont.
 Ozo Co., Limited, The, Montreal, Que.
 Sugars and Cannery, Limited, Montreal, Que.
 Taylor & Pringle Co., Limited, Owen Sound, Ont.
 White Star Mfg. Co., The, Winnipeg, Man.

1919 PICKS.
 Bailey-Underwood Co., Limited, New Glasgow, N.S.
 Canada Axe & Harvest Tool Mfg. Co., Limited, St. Paul, Que.
 Cumming, J. W., & Son, New Glasgow, N.S.
 Welland Vale Mfg. Co., Limited, The, St. Catharines, Ont. (Adv. page 1099.)
 Whitman & Barnes Mfg. Co., The, St. Catharines, Ont.

1920 PIEBS, Iron and Steel.
 Canada Foundry Co., Limited, Toronto, Ont.
 Canadian Bridge Co., Limited, The, Walkerville, Ont. (Adv. page 1106.)
 Dominion Bridge Co., Limited, Montreal, Que. (Adv. page 1106.)
 Hamilton Bridge Works Co., Limited, The, Hamilton, Ont. (Adv. page 883.)

Phoenix Bridge & Iron Works, Limited, The, Montreal, Que.
 Stratford Bridge & Iron Works Co., Stratford, Ont.

1921 PILES, Wood.
 Booth, J. R., Ottawa, Ont.
 Columbia River Lumber Co., Limited, Golden, B.C.
 East Kootenay Lumber Co., Limited, Jaffray, B.C.
 Shawinigan Lake Lumber Co., Limited, The, Victoria, B.C.
 Trenholme, T. A., Montreal, Que.

1922 PILING, Teredo-proof.
 "Gold" Teredo-Proof Pile Co., Limited, Vancouver, B.C.

1923 PILLOWS.
 Alaska Feather & Down Co., Limited, Montreal, Que. (Adv. page 905.)
 B. C. Bedding & Upholstery Co., Limited, Vancouver, B.C.
 Canadian Feather & Mattress Co., Limited, Toronto, Ont.
 Edmonton Tent & Mattress Co., Limited, Edmonton, Alta.
 Gale, Geo., & Sons, Waterville, Que. (Adv. page 904.)
 Harvey Quilting Co., Limited, Toronto, Ont.
 Munro Wire Works, Limited, New Glasgow, N.S.
 Toronto Bedding Co., Limited, The, Toronto, Ont.
 Whitworth & Restall, Toronto, Ont.

1924 PILLS.
 Parke, Davis & Co., Walkerville, Ont.
 Stearns, Frederick, & Co., Windsor, Ont.

1925 PINS, Bowling Alley.
 See Beds and Pins, bowling alley.

1926 PINS, Clothes.
 Boeckh Bros. Co., Limited, The, Toronto, Ont. (Adv. page 1100.)
 Thomas Bros., Limited, St. Thomas, Ont.

1927 PINS, Cotter.
 Dominion Wire Mfg. Co., Limited, Montreal, Que.

1928 PINS, Crank.
 Matheson, I., & Co., Limited, New Glasgow, N.S.

1929 PINS, Drift.
 Canadian Billings & Spencer, Limited, Welland, Ont. (Adv. page 1107.)

1930 PINS, Drapery.
 Hees, Geo. H., Son & Co., Limited, Toronto, Ont.

1931 PINS, Hat (Metalized Flower.)
 Newell Mfg. Co., The, Prescott, Ont.

1932 PINS, Insulator and Side Blocks.
 Canada Spool & Bobbin Co., Limited, Walkerton, Ont.
 Lachute Shuttle Co., Limited, The, Lachute Mills, Que.

1933 PINS, Milled Shoulder, Threaded and Taper.
 Morrow, The John, Screw, Limited, Ingersoll, Ont. (Adv. page 1122.)
 Pratt & Whitney Co. of Canada, Limited, Dundas, Ont. (Adv. page 898.)

1934 PINS, Opener and cut-off for paper manufacturers.
 Canada Spool & Bobbin Co., Walkerton, Ont.

1935 PINS, Rolling.
 Boeckh Bros. Co., Limited, The, Toronto, Ont. (Adv. page 1100.)
 Kennedy & Davis Milling Co., Limited, The, Lindsay, Ont.
 Thomas Brothers, Limited, St. Thomas, Ont.

1936 PINS, Toilet and Safety.
 Montreal Suspender and Umbrella Mfg. Co., Montreal, Que.

1937 PIPE AND BOILER COVERINGS.
 See Coverings, pipe and boiler.

1938 PIPE, Cast Iron.
 Canada Foundry Co., Limited, Toronto, Ont.
 Canada Iron Corporation, Limited, Montreal, Que. (Adv. page 1126.)
 Gartshore-Thomson Pipe & Foundry Co., Limited, The, Hamilton, Ont. (Adv. page 1104.)
 Gurney Foundry Co., Limited, The, Toronto, Ont.
 Hamilton, Wm., Co., Limited, Peterborough, Ont.
 Matheson, I., & Co., Limited, New Glasgow, N.S.
 Mount Royal Foundry Co., Limited, The, Montreal, Que.
 Somerville, Limited, Toronto, Ont. (Adv. page 935.)
 Vogel, H. G., Co., Montreal, Que. (Adv. page 1097.)
 Warden King, Limited, Montreal, Que.

1938a PIPE, Concrete.
 Dominion Concrete Co., Limited, Kemptville, Ont.

1939 PIPE, Conductor.
 Aubry, A., & Fils, Montreal, Que.
 Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)
 Metal Shingle & Siding Co., Limited, Preston, Ont. (Adv. page 1083.)
 Metallic Roofing Co. of Canada, Limited, The, Toronto, Ont. (Adv. pages 1080-1081.)
 Pedlar Metal Roofing Co., The, Oshawa, Ont.
 Roofers Supply Co., Limited, The, Toronto, Ont.
 Wheeler & Bain, Toronto, Ont.
 Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
 Wright, E. T., & Co., Hamilton, Ont.

1940 PIPE, Flanged.
 Canada Iron Corporation, Limited, Montreal, Que. (Adv. page 1126.)
 Gartshore-Thomson Pipe & Foundry Co., Limited, Hamilton, Ont. (Adv. page 1104.)
 Matheson, I., & Co., Limited, New Glasgow, N.S.

1941 PIPE, Iron, Corrugated and Galvanized.
 Garth Co., The, Montreal, Que.
 Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)
 Roofers Supply Co., Limited, The, Toronto, Ont.
 Stevely, Wm., & Son, London, Ont.

1942 PIPE, Lead.
 Canada Metal Co., Limited, The, Toronto, Ont. (Adv. page 1122.)
 Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884.)
 Robertson, The James, Co., Limited, Montreal, Que.
 Robertson, Thomas, & Co., Limited, Montreal, Que.
 Somerville, Limited, Toronto, Ont. (Adv. page 935.)
 White, W. C., Boiler Works, Montreal, Que.

1943 PIPE, Riveted.
 Canada Foundry Co., Limited, Toronto, Ont.
 Dominion Bridge Co., Limited, Montreal, Que. (Adv. page 1106.)
 Hamilton Bridge Works Co., Limited, The, Hamilton, Ont. (Adv. page 883.)
 Hamilton, Wm., Co., Limited, Peterborough, Ont.
 Hammant Steel Car and Engineering Works, Hamilton, Ont.
 Inglis, The John, Co., Limited, Toronto, Ont. (Adv. page 890.)

Jenckes Machine Co., Limited, The, Sherbrooke, Que.
 Marsh & Henthorn, Limited, Belleville, Ont.
 Matheson, I., & Co., Limited, New Glasgow, N.S.
 Vancouver Engineering Works, Limited, Vancouver, B.C.

1944 PIPE, Salt Glazed and vitrified.

Dominion Sewer Pipe Co., Limited, The, Swansea, Ont. (Adv. page 1104.)
 Hamilton & Toronto Sewer Pipe Co., Limited, The, Hamilton, Ont.
 Maloney, John, & Co., Toronto, Ont.
 Ontario Sewer Pipe Co., Limited, Mimico, Ont.
 Standard Drain Pipe Co. of St. Johns, Que., Limited, The, St. Johns, Que. (Adv. page 1133.)

1945 PIPE, Sewer, Corrugated. Corrugated Pipe Co., Limited, Stratford, Ont.

1946 PIPES, Smoking.

Rattray, J., & Co., Limited, Montreal, Que.

1947 PIPE, Soil, and Fittings.

Mount Royal Foundry Co., Limited, The, Montreal, Que.
 Standard Ideal Co., Limited, The, Port Hope, Ont. (Adv. Outside Back Cover.)
 Star Iron Co., Limited, Montreal, Que.
 Toronto Foundry Co., Limited, Toronto, Ont.
 Toronto Hardware Mfg. Co., Toronto, Ont.
 Vancouver Pipe and Foundry Co., Limited, The, Vancouver, B.C.
 Warden King, Limited, Montreal, Que.

1948 PIPE, Stove.

Aubry, A., & Fils, Montreal, Que.
 Davidson, The Thos., Mfg. Co., Limited, Montreal, Que. (Adv. page 1130.)
 Gurney Foundry Co., Limited, The, Toronto, Ont.
 Gurney, Tilden Co., Limited, The, Hamilton, Ont. (Adv. page 912.)
 Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)
 McClary Mfg. Co., The, London, Ont. (Adv. page 913.)
 Wright, E. T., & Co., Hamilton, Ont.

1949 PIPE, Wood Stave.

Canadian Pipe Co., Limited, Vancouver, B.C.
 Pacific Coast Pipe Co., Limited, Vancouver, B.C.
 Wattsburg Lumber Co., Limited, Wattsburg, B.C.

1949a PIPE, Wrought, Black and Galvanized.

Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884.)
 Page-Hersey Iron, Tube & Lead Co., Limited, Toronto, Ont.

1950 PIPE WORK, Blow, Ventilating and Heating.

Ormsby, A. B., Limited, Toronto, Ont. (Adv. page 1096.)
 Wheeler & Bain, Toronto, Ont.

1951 PIPINGS, Cord and Wire.

Walker, E. C., & Sons, Toronto, Ont.

1952 PIPING, Steam.

Babcock & Wilcox, Limited, Montreal, Que. (Adv. page 890.)

1953 PITCH.

Carritte, de B., St. John, N.B.
 Crescent Oil Co., The, Hamilton, Ont.
 Dominion Paper Co., Montreal, Que.
 Dominion Tar & Chemical Co., Limited, The, Sydney, N.S.
 Imperial Varnish & Color Co., Limited, The, Toronto, Ont. (Adv. page 1102.)

Lockerby & McComb, Montreal, Que. (Adv. page 1133.)

McArthur, Alex., & Co., Limited, Montreal, Que. (Adv. page 1079.)

Paterson Mfg. Co., Limited, Toronto, Ont.

1954 PLANERS, Iron Working.

Bertram, The John, & Sons Co., Limited, Dundas, Ont. (Adv. page 899.)
 London Machine Tool Co., Limited, The, Hamilton, Ont. (Adv. page 902.)
 McDougall, The R., Co., Limited, Galt, Ont. (Adv. page 896.)
 MacGregor, Gourlay Co., Limited, The, Galt, Ont.
 Plessisville, La Fonderie de, Plessisville, Que.

1955 PLANERS, Road.

Wilkinson Plow Co., Limited, Toronto, Ont.

1956 PLANERS, Woodworking.

Ballantine, John, & Co., Limited, Preston, Ont.
 Berlin Machine Works, Limited, Hamilton, Ont. (Adv. page 906.)
 Bertrand, La Compagnie Manufacturiere F. X., St. Hyacinthe, Que.
 Cowan & Co., of Galt, Limited, Galt, Ont.
 Goldie & McCulloch Co., Limited, The, Galt, Ont. (Adv. page 885.)
 Hespeler Machinery Co., Limited, Hespeler, Ont. (Adv. page 909.)
 Jackson, Cochrane & Co., Berlin, Ont.
 MacGregor, Gourlay Co., Limited, Galt, Ont.

1957 PLANTERS, Corn.

Cossitt Co., Limited, The, Brockville, Ont.
 Otterville Mfg. Co., Limited, Otterville, Ont.
 Sylvester Mfg. Co., Limited, The, Lindsay, Ont.
 Vilas, W. F., Cowansville, Que.

1957a PLASTER, Asbestos Wall.

Canadian, H. W., Johns-Manville Co., Limited, Toronto, Ont.

1958 PLASTER, Casting and Dental.

Albert Mfg. Co., Hillsborough, N.B.
 Great Northern Mining Co., Limited, Eastern Harbor, C.B.

1959 PLASTER (land), Plaster of Paris and Hard Wall Plaster.

Alabastine Co., Paris, Limited, The, Paris, Ont. (Adv. page 1118.)
 Albert Mfg. Co., Hillsborough, N.B.
 Great Northern Mining Co., Limited, Eastern Harbor, C.B.
 Imperial Plaster Co., Limited, The, Toronto, Ont.
 Manitoba Gypsum Co., Limited, Winnipeg, Man.
 Windsor Plaster Co., Limited, Windsor, N.S.

1960 PLASTER, Tile (Hollow).

Manitoba Gypsum Co., Limited, Winnipeg, Man.

1961 PLASTER, Wood Fibre.

Manitoba Gypsum Co., Limited, Winnipeg, Man.

1962 PLATERS, Brass, Copper, and Nickel.

Bowmanville Foundry Co., Limited, The, Bowmanville, Ont. (Adv. page 1129.)
 Brass and Steel Goods, Limited, Belleville, Ont.
 Chadwick Bros., Hamilton, Ont.
 Cuthbert, W. R., & Co., Montreal, Que.
 Garth Co., The, Montreal, Que.
 Hutchison & Sticht, Montreal, Que.
 Macnab & Roberts, Limited, Winnipeg, Man.
 National Hardware Co., Limited, Orillia, Ont.

Somerville, Limited, Toronto, Ont. (Adv. page 935.)

Whaley, Royce & Co., Limited, Toronto, Ont.

1963 PLATES, Amalgamating, Mining.

Booth Copper Co., Limited, The, Toronto, Ont.
 Jenckes Machine Co., Limited, The, Sherbrooke, Que.

1964 PLATES, Bridge.

Canada Foundry Co., Limited, Toronto, Ont.
 Canadian Bridge Co., Limited, The, Walkerville, Ont. (Adv. page 1106.)
 Dickson Bridge Works Co., Limited, Campbellford, Ont. (Adv. page 1129.)
 Dominion Bridge Co., Limited, Montreal, Que. (Adv. page 1106.)

Hamilton Bridge Works Co., Limited, The, Hamilton, Ont. (Adv. page 883.)

Nova Scotia Steel & Coal Co., Limited, New Glasgow, N.S. (Adv. page 1125.)

1965 PLATES, Copper and Zinc for photo engravers.

Booth Copper Co. of Toronto, Limited, Toronto, Ont.

1966 PLATES, Dry, Photographic.

Canadian Kodak Co., Limited, Toronto, Ont. (Adv. page 922.)
 Consolidated Lithographing & Mfg. Co., Limited, Montreal, Que.

1967 PLATES, Felloe.

Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884.)
 Parmenter & Bulloch Co., Limited, The, Gananoque, Ont.

1968 PLATES, Fish and Railway Tie.

Hamilton Steel & Iron Co., Limited, The, Hamilton, Ont. (Adv. page 1124.)
 Montreal Steel Works, Limited, Montreal, Que. (Adv. page 884.)
 Nova Scotia Steel & Coal Co., Limited, New Glasgow, N.S. (Adv. page 1125.)

1969 PLATES, Letter-box, Name, Newspaper, Pull, Push and Sash.

Belleville Hardware Co., Limited, The, Belleville, Ont.
 Gurney, Tilden Co., Limited, The, Hamilton, Ont. (Adv. page 912.)
 Hamilton Stamp & Stencil Works, Limited, Hamilton, Ont.
 Jenking Brass Mfg. Co., Limited, Montreal, Que.
 McAvity, T., & Sons, Limited, St. John, N.B.
 Meadows, The Geo. B., Toronto
 Wire, Iron & Brass Works Co., Limited, Toronto, Ont. (Adv. page 1089.)
 Mitchell, The Robert, Co., Limited, Montreal, Que.
 Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
 Patterson & Heward, Toronto, Ont.
 Peterborough Lock Mfg. Co., Limited, The, Peterborough, Ont.
 Taylor-Forbes Co., Limited, Guelph, Ont.
 Toronto Stamp & Stencil Works, Toronto, Ont.
 Walker & Campbell, Montreal, Que.

1970 PLATE, Steel.

Peck Rolling Mills, Limited, The, Montreal, Que.

1971 PLATES, Stereo (for newspapers).

Central Press Agency, Limited, The, Toronto, Ont.

1972 PLATE, Tire.

Jardine, A. B., & Co., Hespeler, Ont.

1973 PLAYER PIANOS.

Bell Piano & Organ Co., Limited, Guelph, Ont.
 Gourlay, Winter & Leeming, Toronto, Ont. (Adv. page 923.)
 Heintzman & Co., Limited, Toronto, Ont.
 Heintzman, Gerhard, Limited, Toronto, Ont.
 Karn-Morris Piano and Organ Co., Limited, Woodstock, Ont.
 Martin-Orme Piano Co., Limited, The, Ottawa, Ont.
 Sherlock-Manning Organ Co., The, London, Ont.
 Stanley, Frank, Toronto, Ont.
 Williams Piano Co., Limited, The, Oshawa, Ont.

1974 PLIERS, Gas.

Canadian Billings & Spencer, Limited, Welland, Ont. (Adv. page 1107.)

1975 PLOWS, Agricultural.

Belanger, A., Montmagny, Que.
 Bell, B., & Son Co., Limited, St. George, Ont.
 Cockshutt Plow Co., Limited, Brantford, Ont. (Adv. page 894.)
 Fleury's Sons, J., Aurora, Ont.
 Frost & Wood Co., Limited, The, Smith's Falls, Ont.
 Hamilton, The Peter, Co., Limited, Peterboro, Ont.
 Massey-Harris Co., Limited, Toronto, Ont. (Adv. page 893.)
 Paris Plow Co., Limited, The, Paris, Ont.
 Percival Plow and Stove Co., Limited, Merrickville, Ont.
 Perrin Plow and Stove Co., Limited, The, Smith's Falls, Ont.
 Shantz, P. E., Preston, Ont.
 Verity Plow Co., Limited, Brantford, Ont. (Adv. page 892.)
 Vilas, W. F., Cowansville, Que.
 Wilkinson Plow Co., Limited, The, Toronto, Ont.

1976 PLOWS, Disc.

Cockshutt Plow Co., Limited, Brantford, Ont. (Adv. page 894.)
 Verity Plow Co., Limited, Brantford, Ont. (Adv. page 892.)
 Wilkinson Plow Co., Limited, The, Toronto, Ont.

1977 PLOWS, Ditching, Rooter, Contractors', Etc.

Bell, B., & Son Co., Limited, St. George, Ont.
 Toronto Pressed Steel Co., Limited, The, Toronto, Ont.
 Verity Plow Co., Limited, Brantford, Ont. (Adv. page 892.)
 Western Iron Works, Limited, Winnipeg, Man. (Adv. page 1128.)
 Wilkinson Plow Co., Limited, The, Toronto, Ont.

1978 PLOWS, Drilling and Potato Digging.

Bell, B., & Son Co., Limited, St. George, Ont.
 Verity Plow Co., Limited, Brantford, Ont. (Adv. page 892.)
 Wilkinson Plow Co., Limited, The, Toronto, Ont.

1979 PLOWS, Gang and Hill-side.

Belanger, A., Montmagny, Que.
 Bell, B., & Son Co., Limited, St. George, Ont.
 Cockshutt Plow Co., Limited, Brantford, Ont. (Adv. page 894.)
 Fleury's Sons, J., Aurora, Ont.
 Frost & Wood Co., Limited, The, Smith's Falls, Ont.
 Hamilton, The Peter, Co., Limited, Peterboro, Ont.
 Paris Plow Co., Limited, The, Paris, Ont.
 Shantz, P. E., Preston, Ont.
 Sylvester Mfg. Co., Limited, The, Lindsay, Ont.
 Verity Plow Co., Limited, Brantford, Ont. (Adv. page 892.)
 Vilas, W. F., Cowansville, Que.
 Wilkinson Plow Co., Limited, The, Toronto, Ont.

1980 PLOWS, Gang (Traction and Motor).

Cockshutt Plow Co., Limited, Brantford, Ont. (Adv. page 894.)

1981 PLOWS, Road.

Verity Plow Co., Limited, Brantford, Ont. (Adv. page 892.)

1982 PLOWS, Snow.

Crossen Car Mfg. Co., of Cobourg, Limited, The, Cobourg, Ont.
Hamilton, The Peter, Co., Limited, Peterboro, Ont.
Montreal Locomotive Works, Limited, Montreal, Que.
Mowry & Sons, Gravenhurst, Ont.
Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091.)
Vilas, W. F., Cowansville, Que.

1983 PLOWS, Sulky.

Belanger, A., Montmagny, Que.
Bell, B., & Son Co., Limited, St. George, Ont.
Cockshutt Plow Co., Limited, Brantford, Ont. (Adv. page 894.)
Fleury's Sons, J., Aurora, Ont.
Verity Plow Co., Limited, Brantford, Ont. (Adv. page 892.)
Vilas, W. F., Cowansville, Que.
Wilkinson Plow Co., Toronto, Ont.

1984 PLUGS, Paper Roll.

Canada Spool & Bobbin Co., Limited, Walkerton, Ont.

1985 PLUMBERS' SUPPLIES.

Bennett & Wright Co., Limited, The, Toronto, Ont.
Canadian Brass Co., Limited, The, Galt, Ont.
Canadian Wolverine Co., Limited, Chatham, Ont.
Cuthbert, W. R., & Co., Montreal, Que.
Dominion Radiator Co., Limited, The, Toronto, Ont.
Empire Mfg. Co., Limited, London, Ont.
Farquhar Bros., Halifax, N.S.
Garth Co., The, Montreal, Que.
General Brass Works, Limited, The, Toronto, Ont.
Hughes, J. W., & Son, Montreal, Que.
McAvity, T., & Sons, Limited, St. John, N.B.
Mechanics' Supply Co., Quebec, Que.
Mitchell, The Robert Co., Limited, Montreal, Que.
Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
Purdy, Mansell, Limited, Toronto, Ont. (Adv. page 1097.)
Robertson, The James, Co., Limited, Montreal, Que.
Standard Brass Mfg. Co., Limited, Windsor, Ont.
Standard Ideal Co., Limited, The, Port Hope, Ont. (Adv. Outside Back Cover.)
Somerville, Limited, Toronto, Ont. (Adv. page 935.)
Taylor-Forbes Co., Limited, Guelph, Ont.
Toronto Hardware Mfg. Co., Toronto, Ont.

1986 PLUMBERS' SUPPLIES, Rubber.

Canadian Rubber Co., Limited, The, Montreal, Que. (Adv. Outside Back Cover.)
Dunlop Tire and Rubber Goods Co., Limited, Toronto, Ont. (Adv. page 1145.)
Durham Rubber Co., Limited, The, Bowmanville, Ont. (Adv. page 1094.)
Gutta Percha & Rubber Mfg. Co., Limited, The, Toronto, Ont. (Adv. Inside Back Cover.)

1987 POCKET BOOKS, WALL-LETS, Etc.

Brown Bros., Limited, The, Toronto, Ont. (Adv. page 930.)
Canada Leather Goods Co., Montreal, Que.
General Leather Goods, Limited, Toronto, Ont.
Sale, The Julian, Leather Goods Co., Limited, Toronto, Ont.

Western Leather Goods Co., Limited, The, Toronto, Ont.
Winnett & Wellinger, Limited, Toronto, Ont.

1988 POCKETS, Cigar, Wax-lined.

Paper Goods Co., Limited, The, Toronto, Ont.

1989 POINTS, Drive Well.

McDougall, The R. Co., Limited, Galt, Ont. (Adv. page 896.)
Otterville Mfg. Co., Limited, Otterville, Ont.
Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)

1990 POKES, Horse.

Still, J. H., Mfg. Co., Limited, St. Thomas, Ont.

1991 POLES, Carriage.

Ackland, D., & Son, Limited, Winnipeg, Man.
Canada Wheel Works, Limited, The, Merriton, Ont. (Adv. page 1079.)
Chatham Bent Goods Co. Limited, The, Chatham, Ont.
Finlay, J., & Sons Co., Norwood, Ont.
Heard, John, & Co., St. Thomas, Ont.
Hore, F. W., & Son, Limited, Hamilton, Ont.
Loughhead Bros., Limited, Sarnia, Ont.
Scott, R., & Son, Limited, Galt, Ont.
Windsor Turned Goods Co., Limited, Windsor, Ont.

1992 POLES, Cornice.

Phillips Mfg. Co., Limited, Toronto, Ont.

1993 POLES, Curtain.

Canada Wood Specialty Co., Limited, The, Orillia, Ont.
Daly & Morin, Montreal, Que.
Hees, Geo. H., Son & Co., Limited, Toronto, Ont.
Muskoka Wood Mfg. Co., Limited, The, Huntsville, Ont.

1994 POLES, Electric Light, Telegraph, and Telephone.

Booth, J. R., Ottawa, Ont.
Columbia River Lumber Co., Limited, Golden, B.C.
Crockett, T., Riviere du Loup, Que.
East Kootenay Lumber Co., Limited, Jaffray, B.C.
Harrison, John, & Sons Co., Limited, Owen Sound, Ont.
Keenan Bros., Limited, Owen Sound, Ont.
Mineral Range Iron Mining Co., Limited, The, Bessemer, Ont.
Pearce Co., Limited, The, Marmora, Ont.
Rat Portage Lumber Co., Limited, The, Kenora, Ont.
Rathbun Co., The, Deseronto, Ont.
Shives Lumber Co., Limited, Campbellton, N.B.

1995 POLES, Pike.

Cameron, Dunn Mfg. Co., Limited, The, Stratford, Ont.
McFarlane-Neill Mfg. Co., Limited, The, St. Mary's, N.B.
Pink, Thomas, Pembroke, Ont.
Still, J. H., Mfg. Co., Limited, St. Thomas, Ont.

1996 POLES, Steel.

See Steelwork, architectural and structural.

1997 POLES, Trolley.

Hamilton Bridge Works Co., Limited, The, Hamilton, Ont. (Adv. page 883.)

1998 POLISH, Furniture.

Royal Polishes Co., Montreal, Que.

1999 POLISH, Metal.

British-American Oil Co., Limited, Toronto, Ont.
Crescent Oil Co., The, Hamilton, Ont.
Domestic Specialty Co., Limited, Hamilton, Ont.
Lawrason, S. F., & Co., London, Ont.

McColl Bros. & Co., Toronto, Ont.

Moore, Benjamin, & Co., Limited, West Toronto, Ont.

Nonsuch Mfg. Co., Limited, The, Toronto, Ont.

Ralston, Robt., & Co., Hamilton, Ont.

Royal Polishes Co., Montreal, Que.

Sterne, G. F., & Sons, Brantford, Ont.

Sultana Mfg. Co., Montreal, Que.

2000 POLISH, Shoe and Leather.

Dalley, The F. F. Co., of Hamilton, Limited, Hamilton, Ont.

Domestic Specialty Co., Limited, Hamilton, Ont.

Nonsuch Mfg. Co., Limited, The, Toronto, Ont.

Ralston, Robt., & Co., Hamilton, Ont.

Sultana Mfg. Co., Montreal, Que.

2001 POLISH, Stove.

Dalley, The F. F. Co., of Hamilton, Limited, Hamilton, Ont.

Domestic Specialty Co., Limited, Hamilton, Ont.

Nonsuch Mfg. Co., Limited, The, Toronto, Ont.

Ralston, Robt., & Co., Hamilton, Ont.

Sterne, G. F., & Sons, Brantford, Ont.

Sultana Mfg. Co., Montreal, Que.

Tellier, Rothwell & Co., Montreal, Que.

2002 PORK AND PORK PRODUCTS.

Burns, P., & Co., Limited, Calgary, Alta.

Collingwood Packing Co., Limited, Collingwood, Ont.

Davies, The Wm., Co., Limited, Toronto, Ont.

Davis & Fraser, Halifax, N.S.

Dominion Meat Co., Limited, The, Calgary, Alta.

Fearman, F. W., Co., Limited, Hamilton, Ont.

Fowler's Canadian Co., Limited, Hamilton, Ont.

Gallagher-Hull Meat & Packing Co., Limited, The, Edmonton, Alta.

Gordon, Ironside & Fares Co., Limited, Winnipeg, Man.

Gunns, Limited, Toronto, Ont.

Ingersoll Packing Co., Limited, The, Ingersoll, Ont.

Laing Packing & Provision Co., Limited, The, Montreal, Que.

Matthews, The Geo., Co., Limited, Peterboro, Ont.

O'Mara, Joseph, Palmerston, Ont.

Park, Blackwell Co., Limited, Toronto, Ont.

Western Packing Co., of Canada, Limited, The, Winnipeg, Man.

Wight, W., & Co., Toronto, Ont.

2003 PORK AND BEANS, Canned.

Clark, William, Montreal, Que.

2004 PORTER.

Beauport, La Cie Brasserie du, Quebec, Que.

Blackwoods, Limited, The, Winnipeg, Man.

Boswell & Bro., Limited, Quebec, Que.

British American Brewing Co., Limited, Windsor, Ont.

Calgary Brewing & Malting Co., Limited, Calgary, Alta.

Canadian Breweries, Limited, Montreal, Que.

Carling Brewing & Malting Co., London, Ont.

Cosgrave Brewery Co., of Toronto, Limited, The, Toronto, Ont.

Daves & Co., Limited, Montreal, Que.

Dominion Brewery Co., Limited, The, Toronto, Ont.

Dow, Wm., & Co., Montreal, Que.

Drewry, Edward L., Winnipeg, Man. (Adv. page 1130.)

Edmonton Brewing & Malting Co., Limited, The, Edmonton, Alta.

Hamilton Brewing Association, Limited, The, Hamilton, Ont.

Holliday Bros., Guelph, Ont.

Labatt, John, London, Ont.

McDonagh & Shea, Winnipeg, Man.

Molson, John H. R., & Bros., Montreal, Que.

Nelson Brewing Co., Limited, Nelson, B.C.

O'Keefe Brewery Co., of Toronto, Limited, The, Toronto, Ont.

Proteau & Carignan, Quebec, Que.

Silver Spring Brewery, Limited, Sherbrooke, Que.

Sleeman & Sons, Limited, Guelph, Ont.

Soo Falls Brewing Co., Sault Ste. Marie, Ont.

Toronto Brewing & Malting Co., Limited, Toronto, Ont.

Vancouver Breweries, Limited, Vancouver, B.C.

Victoria Phoenix Brewing Co., Limited, The, Victoria, B.C.

Walkerville Brewing Co., Limited, The, Walkerville, Ont.

2005 PORTIERES.

See Curtains, Tapestry.

2006 PORTLAND CEMENT.

See Cement, Portland.

2007 POST CARDS, Picture.

Buntin, Gillies & Co., Limited, Hamilton, Ont.

Ontario Engraving Co., Hamilton, Ont.

Warwick Bros. & Rutter, Limited, Toronto, Ont.

2008 POST OFFICE EQUIPMENT.

Office Specialty Mfg. Co., Limited, Toronto, Ont.

2009 POSTERS.

Beuallack Lithographing & Printing Co., The, Montreal, Que.

Consolidated Lithographing & Mfg. Co., Limited, Montreal, Que.

Duncan Lithographing Co., Limited, The, Hamilton, Ont.

Hough Lithographing Co., Limited, Toronto, Ont.

Howell Lithographing Co., Hamilton, Ont.

Johnston, W. S., & Co., Toronto, Ont.

London Printing & Lithographing Co., The, London, Ont.

National Printing Co., Limited, Montreal, Que.

Reid Press, Limited, The, Hamilton, Ont.

Rolph & Clark, Limited, Toronto, Ont. (Adv. page 925.)

Toronto Lithographing Co., Limited, The, Toronto, Ont. (Adv. page 926.)

Ware Co., of Canada, Limited, The, Montreal, Que.

2010 POSTS, Bumping.

Holden Company, The, Limited, Montreal, Que.

2011 POSTS, Cedar.

Columbia River Lumber Co., Limited, Golden, B.C.

Crockett, T., Riviere du Loup, Que.

Cushing Bros. Co., Limited, Calgary, Alta.

East Kootenay Lumber Co., Limited, Jaffray, B.C.

Grier, G. A., & Son, Montreal, Que.

Harrison, John, & Sons Co., Limited, Owen Sound, Ont.

Keenan Bros., Limited, Owen Sound, Ont.

Murray & Gregory, Limited, St. John, N.B.

Pearce Co., Limited, The, Marmora, Ont.

Rat Portage Lumber Co., Limited, The, Kenora, Ont.

Rathbun Co., The, Deseronto, Ont.

2012 POSTS, Iron.

Canada Foundry Co., Limited, Toronto, Ont.

Hamilton, Wm., Co., Limited, Peterborough, Ont.

McGregor & McIntyre, Limited, Toronto, Ont.

Taylor-Forbes Co., Limited, Guelph, Ont.

Westminster Iron Works, New Westminster, B.C.

2013 POTS, Flower, and Hanging Baskets.

Campbell's Sons, R., Hamilton, Ont.

Cranston, John & Son, Hamilton, Ont.

2014 POTS, Solder.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

2015 POTS, Watering.

Aubry, A., & Fils, Montreal, Que. Davidson, The Thos., Mfg. Co., Limited, Montreal, Que. (Adv. page 1130.)
Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)
McClary Mfg. Co., The, London, Ont. (Adv. page 913.)

2016 POTTERY.

See Stoneware.

2017 POUCHES, Tobacco (rubber).

Canadian Rubber Co., Limited, The, Montreal, Que. (Adv. Outside Back Cover.)

2018 POULTRY, Canned.

Burlington Canning Co., Limited, The, Burlington, Ont.
Canadian Cannery, Limited, Hamilton, Ont. (Adv. page 1111.)

2019 POWDER, Baking.

Barbour, G. E., Co., Limited, St. John, N.B.
Bedard, J. B., & Freres, Quebec, Que.
Blackwood's, Limited, The, Winnipeg, Man.
Blue Ribbon, Limited, Winnipeg, Man.
Capstan Mfg. Co., Toronto, Ont.
Cochrane, C. H., & Co., Ottawa, Ont.
Codville Co., Limited, The, Winnipeg, Man.
Dalley, The F. F., Co., of Hamilton, Limited, Hamilton, Ont.
Dyson Co., The, Winnipeg, Man.
Ewing, S. H., & Sons, Montreal, Que.
Georgeson & Co., Limited, Calgary, Alta.
Gorman, Eckert & Co., Limited, London, Ont.
Imperial Extract Co., Toronto, Ont.
McLarens, Limited, Hamilton, Ont.
National Drug & Chemical Co. of Canada, Limited, Montreal, Que.
Pure Gold Mfg. Co., Limited, Toronto, Ont.
White Star Mfg. Co., The, Winnipeg, Man.
White Swan Spices and Cereals, Limited, Toronto, Ont.

2020 POWDER, Blasting and Sporting.

Acadia Powder Co., Limited, Halifax, N.S.
Giant Powder Co., Con., The, Victoria, B.C.
Hamilton Powder Co., Montreal, Que.
Ontario Powder Co., Limited, Kingston, Ont.
Standard Explosives, Limited, Montreal, Que.

2021 POWDER, Bronze.

See Bronze Powder.

2022 POWDER, Coal Saving and Smoke Consuming.

Auld Mucilage Co., Montreal, Que.

2023 POWDER, Jelly.

Blue Ribbon, Limited, Winnipeg, Man.
Codville Co., Limited, The, Winnipeg, Man.
Dalley, The F. F., Co., of Hamilton, Limited, Hamilton, Ont.
Dalton Bros., Toronto, Ont.
Dyson Co., The, Winnipeg, Man.
Georgeson & Co., Limited, Calgary, Alta.
Gorman, Eckert & Co., Limited, London, Ont.
Imperial Extract Co., Toronto, Ont.
McLarens, Limited, Hamilton, Ont.
MacLaren Imperial Cheese Co., Limited, Toronto, Ont.
Nicholson & Brock, Toronto, Ont.
Pure Gold Mfg. Co., Limited, Toronto, Ont.
White Star Mfg. Co., The, Winnipeg, Man.
White Swan Spices and Cereals, Limited, Toronto, Ont.

2024 POWDER, Milk.

Canadian Milk Products, Toronto, Ont.

2025 POWDER, Phenyle Disinfectant.

Spooner, Alonzo W., Port Hope, Ont.

2026 POWDER, Soap.

Barsalou, J., & Cie., Limitee, Montreal, Que.
Taylor, John, & Co., Limited, Toronto, Ont.

2027 POWDER, Talcum.

Richards Pure Soap Co., Limited, The, Woodstock, Ont.
Sanitol Chemical Laboratory Co., Toronto, Ont.

2028 POWDER (toilet) Tooth.

Sanitol Chemical Laboratory Co., Toronto, Ont.
Seely Mfg. Co., Windsor, Ont.
Wampole, Henry K., & Co., Limited, Perth, Ont.

2029 POWDER, Type Cleansing.

Auld Mucilage Co., Montreal, Que.

2030 Powder, Washing.

Auld Mucilage Co., Montreal, Que.
Cottam Bird Seed, London, Ont.
Fairbank, The N. K., Co., Montreal, Que.
Gorman, Eckert & Co., Limited, London, Ont.
Lawrason, S. F., & Co., London, Ont.
Pendray, W. J., Victoria, B.C.
Richards Pure Soap Co., Limited, The, Woodstock, Ont.
Royal Crown Soaps, Limited, The, Vancouver, B.C.

2031 POWDER, Worm and Potato Bug.

Alabastine Co., Paris, Limited, Paris, Ont. (Adv. page 1118.)

2032 POWER, Electric.

Georgian Bay Milling & Power Co., Limited, The, Meaford, Ont.
Merrickville Milling Co., Merrickville, Ont.
Shawinigan Water & Power Co., Montreal, Que. (Adv. page 1088.)
Stave Lake Power Co., Limited, Vancouver, B.C.

2033 PRESERVATIVES, Food.

Chemical Laboratories, Limited, Toronto, Ont. (Adv. page 1133.)

2034 PRESERVER, Egg.

Moore, Benjamin, & Co., Limited, West Toronto, Ont.

2035 PRESERVERS, Life.

Ewing, S. H., & Sons, Montreal, Que.
Freyseong Cork Co., Limited, Toronto, Ont.
Leckie, John, Limited, Toronto, Ont.
Turner, J. J., & Sons, Peterboro, Ont.

2036 PRESERVES.

See Fruit, canned.

2037 PRESSES, Arbor and Boiler Head.

MacGregor, Gourlay Co., Limited, The, Galt, Ont.
Perrin, Wm. R., & Co., Limited, Toronto, Ont. (Adv. page 896.)

2038 PRESSES, Baling.

Bredannaz, Louis, & Sons, Toronto, Ont.
Perrin, Wm. R., & Co., Limited, Toronto, Ont. (Adv. page 896.)

2039 PRESSES, Celluloid, Leather, Rubber, and Vulcanizing.

Perrin, Wm. R., & Co., Limited, Toronto, Ont. (Adv. page 896.)

2040 PRESSES, Cheese.

Plessisville, La Fonderie de, Plessisville, Que.
Richardson, C., & Co., St. Mary's, Ont.

2041 PRESSES, Cider and Wine.

London Foundry Co., Limited, The, London, Ont.
Perrin, Wm. R., & Co., Limited, Toronto, Ont. (Adv. page 896.)

2042 PRESSES, Die and Hand.

Letson & Burpee, Limited, Vancouver, B.C.
MacGregor, Gourlay Co., Limited, The, Galt, Ont.
Perrin, Wm. R., & Co., Limited, Toronto, Ont. (Adv. page 896.)

2043 PRESSES, Drill.

Canadian Buffalo Forge Co., Limited, Montreal, Que.
Gardner, Robert, & Son, Limited, Montreal, Que. (Adv. page 896.)
Hamilton Tool Co., Limited, Hamilton, Ont.
Jardine, A. B., & Co., Hespeler, Ont.
MacGregor, Gourlay Co., Limited, The, Galt, Ont.

2044 PRESSES, Foot and Power Drop, Screw, Punching.

Banfield, W. H., & Sons, Toronto, Ont. (Adv. page 1133.)
Brown, Boggs Co., Limited, The, Hamilton, Ont. (Adv. page 1105.)
London Machine Tool Co., Limited, Hamilton, Ont. (Adv. page 902.)
MacGregor, Gourlay Co., Limited, The, Galt, Ont.
Perrin, Wm. R., & Co., Limited, Toronto, Ont. (Adv. page 896.)

2045 PRESSES, Hay.

Bessette, La Cie J. & S., Ltee, Iberville, Que.
Chalifour, O., & Fils, Limitée, St. Hyacinthe, Que.
Dore, J. B., & Fils, Laprairie, Que.
Shantz, P. E., Preston, Ont.
Woodstock Wind-Motor Co., Limited, Woodstock, Ont.

2046 PRESSES, Hydraulic.

Bertram, The John, & Sons Co., Limited, Dundas, Ont. (Adv. page 899.)
Laurie Engine & Machine Co., Limited, Montreal, Que.
London Machine Tool Co., Limited, Hamilton, Ont. (Adv. page 902.)
McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)
Matheson, I., & Co., Limited, New Glasgow, N.S.
Perrin, Wm. R., & Co., Limited, Toronto, Ont. (Adv. page 896.)

2047 PRESSES, Hydraulic, Screw, Gauge Testing.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

2048 PRESSES, Printing and Lithographing.

Bawden Machine and Tool Co., Limited, Toronto, Ont.
Miller & Richard, Toronto, Ont.
Toronto Type Foundry Co., Limited, Winnipeg, Man.

2049 PRESSES, Shingle.

Letson & Burpee, Limited, Vancouver, B.C.

2050 PRESSES, Steam.

Creelman Bros., Georgetown, Ont.
Laurie Engine & Machine Co., Limited, Montreal, Que.
MacGregor, Gourlay Co., Limited, The, Galt, Ont.
Shantz, P. E., Preston, Ont.

2051 PRESSES, Veneer.

Ballantine, John, & Co., Limited, Preston, Ont.
Jackson, Cochrane & Co., Berlin, Ont.
MacGregor, Gourlay Co., Limited, The, Galt, Ont.
Perrin, Wm. R., & Co., Limited, Toronto, Ont. (Adv. page 896.)

2052 PRIMERS.

Dominion Cartridge Co., Limited, Montreal, Que.

2053 PRINTERS, Card Plate.

Smith, The David, Engraving & Lithographing Co., Toronto, Ont. (Adv. page 933.)

2054 PRINTERS, Job.

Acton, The James, Publishing Co., Limited, Toronto, Ont.
Apted, W. H., Toronto, Ont.
Armac Press, The, Toronto, Ont.
Benallack Lithographing & Printing Co., The, Montreal, Que.
Brown, The D. F., Paper Box and Paper Co., Limited, St. John, N.B.
Brown-Searle Printing Co., The, Toronto, Ont.
Bryant Press, Limited, Toronto, Ont.
Bulman Bros., Limited, Winnipeg, Man.
Clarke & Stuart Co., Limited, The, Vancouver, B.C.
Colonist Printing & Publishing Co., Limited, The, Victoria, B.C.
Commercial Press, The, Toronto, Ont.
Consolidated Lithographing & Mfg. Co., Limited, Montreal, Que.
Copeland-Chatterson-Crain, Limited, Toronto, Ont.
Copp, Clark Co., Limited, The, Toronto, Ont.
Corneil, C. R., Montreal, Que.
Davis & Henderson, Toronto, Ont.
Dawson, Chas. F., Limited, Montreal, Que.
Desbarats & Co., Montreal, Que.
Duncan, Robert, & Co., Hamilton, Ont.
Eaton, The T., Co., Limited, Toronto, Ont.
Evans & Hastings, Vancouver, B.C.
Farmer's Advocate of Winnipeg, Limited, The, Winnipeg, Man.
Fleming, The Atwell, Printing Co., Toronto, Ont.
Fortier, Joseph, Montreal, Que.
Grand & Toy, Limited, Toronto, Ont.
Griffin & Richmond Co., Limited, The, Hamilton, Ont.
Guertin Printing Co., Limited, Montreal, Que.
Hart & Riddell, Toronto, Ont.
Hunter, Rose Co., Limited, The, Toronto, Ont.
Imperial Publishing Co., Limited, The, Halifax, N.S.
International Railway Publishing Co., Limited, The, Montreal, Que.
Johnston, W. S., & Co., Toronto, Ont.
Keith, Chas. W., Toronto, Ont.
Knowles & Co., London, Ont.
Lawson & Jones, Limited, London, Ont.
London Printing & Lithographing Co., Limited, The, London, Ont.
Long, A. E., & Co., Limited, Toronto, Ont.
Lovell, John, & Son, Limited, Montreal, Que. (Adv. page 912.)
Lovell, The R. J., Co., Limited, Toronto, Ont.
McAlpine Publishing Co., Limited, Halifax, N.S.
McLean, R. G., Toronto, Ont. (Adv. page 927.)
Mace, Geo. A., & Co., Montreal, Que.
Methodist Book & Publishing House, Toronto, Ont. (Adv. page 1095.)
Min-Bingham Printing Co., Toronto, Ont.
Modern Printing Co., The, Montreal, Que.
Monetary Times Printing Co., Toronto, Ont.
Moore Print Shop, Limited, The, Toronto, Ont.
Mortimer Co., Limited, The, Ottawa, Ont. (Adv. page 1142.)
Morton, Phillips & Co., Montreal, Que.
Murray Printing Co., Limited, Toronto, Ont.
National Press, Limited, Toronto, Ont.
National Printing Co., Limited, Montreal, Que.

Osborne, J. Frank, Toronto, Ont.
Paquin, C., & Fils, Montreal, Que.
Patrie Publishing Co., Limited,
La, Montreal, Que.
Plow, B., & Co., Montreal, Que.
Reason, H. T., & Co., London,
Ont.

Reid Press, Limited, The, Hamil-
ton, Ont.

Rolph & Clark, Limited, Toronto,
Ont. (Adv. page 925.)

Rous & Mann, Limited, Toronto,
Ont.

Southam, Limited, Montreal, Que.
(Adv. page 1109-1110.)

Southam Press, Limited, Toronto,
Ont.

Southam Printing & Litho. Co.,
Limited, The, London, Ont.

Spectator Printing Co., Limited,
The, Hamilton, Ont.

Stovel Co., The, Winnipeg, Man.

Talbot, A., & Co., London, Ont.

Thomson Stationery Co., Limited,
Vancouver, B.C.

Warwick Bros. & Rutter, Limited,
Toronto, Ont.

2055 PRINTERS, Litho.

See Lithographers.

2056 PRINTERS, Map.

See Maps.

2057 PRINTERS, Music.

Whaley, Royce & Co., Limited,
Toronto, Ont.

2058 PRINTERS, Steel and Cop- per Plate.

Alexander & Cable Lithographing
Co., Toronto, Ont.

American Bank Note Co., Ottawa,
Ont.

Benallack Lithographing & Print-
ing Co., The, Montreal, Que.

Colonist Printing & Publishing
Co., Limited, The, Victoria,
B.C.

Duncan Lithographing Co., Limit-
ed, The, Hamilton, Ont.

Smith, The David, Engraving &
Lithographing Co., Toronto,
Ont. (Adv. page 933.)

2059 PRINTERS, Wood.

Barchard & Co., Limited, Toronto,
Ont.

Consumers Box & Lumber Co.,
Limited, Toronto, Ont.

Esplin, G. & J., Montreal, Que.

Firstbrook Box Co., Limited, The,
Toronto, Ont.

Hill Mfg. Co., The, Quebec, Que.

Kilgour Mfg. Co., Hamilton, Ont.

Martin Freres & Cie, Montreal, Que.

2060 PRINTING PRESSES.

See Presses, Printing and Litho-
graphing.

2061 PRISMS, Window and Sidewalk.

Luxfer Prism Co., Limited, Tor-
onto, Ont.

Watson, John, & Son, of Montreal,
Limited, Montreal, Que. (Adv.
page 1137.)

2062 PRODUCERS, Gas.

Canada Foundry Co., Limited, Tor-
onto, Ont.

Fairbanks Morse Canadian Mfg.
Co., Limited, Toronto, Ont.
(Adv. page 900.)

Turner, John, & Son, Toronto, Ont.

Waterloo Mfg. Co., Limited, Wa-
terloo, Ont.

2063 PRUNERS, Tree.

Taylor-Forbes Co., Limited,
Guelph, Ont.

Watson, John, Mfg. Co., Limited,
Ayr, Ont.

2064 PUBLISHERS, Book.

Blake, W. E., & Son, Toronto, Ont.

Consolidated Lithographing &
Mfg. Co., Limited, Montreal,
Que.

Copp, Clark Co., Limited, The, To-
ronto, Ont.

Desbarats & Co., Montreal, Que.

Gage, W. J., & Co., Limited, To-
ronto, Ont. (Adv. page 928.)

Granger Freres, Montreal, Que.

Hunter, Rose Co., Limited, The,
Toronto, Ont.

Librairie Beauchemin, Limited,
Montreal, Que.

Lovell, John, & Son, Limited,
Montreal, Que. (Adv. page 912.)

McAlpine Publishing Co., Limited,
Halifax, N.S.

Methodist Book & Publishing
House, Toronto, Ont. (Adv.
page 1095.)

Monetary Times Printing Co., To-
ronto, Ont.

Morang & Co., Limited, Toronto,
Ont.

Warwick Bros. & Rutter, Limited,
Toronto, Ont.

2065 PUBLISHERS, Newspaper.

See Newspapers, daily.

2066 PUBLISHERS, Trade Paper.

See Trade Publications.

2067 PUCKS, Hockey.

Canadian Rubber Co. of Montreal,
Limited, Montreal, Que. (Adv.
Outside Back Cover.)

Dunlop Tire and Rubber Goods
Co., Limited, Toronto, Ont.
(Adv. page 1145.)

2068 PULLERS, Beest.

Wilkinson Plow Co., Limited, To-
ronto, Ont.

2069 PULLERS, Nail and Tack.

Cowan & Britton, Gananoque,
Ont.

2070 PULLEYS, Ball Bearing.

Chapman Double Ball Bearing Co.,
Limited, Toronto, Ont. (Adv.
page 1085.)

2071 PULLEYS, Hay Fork.

See Carriers, Hay, Feed and
Grain.

2072 PULLEYS, Iron.

Augustin & Daudelin, St. Hya-
cinthe, Que.

Bell, B., & Son Co., Limited, St.
George, Ont.

Bell, The Robt., Engine & Thresh-
er Co., Limited, Seaford, Ont.

Brown Machine Co., The, New
Glasgow, N.S.

Calgary Iron Works, Limited, Cal-
gary, Alta.

Corbet Foundry and Machine Co.,
Owen Sound, Ont.

Dodge Mfg. Co. of Toronto, Limit-
ed, Toronto, Ont. (Adv. page
903.)

Fleck, Alexander, Limited, Ottawa,
Ont.

Gardner, Robert, & Son, Limited,
Montreal, Que. (Adv. page
896.)

Goldie & McCulloch Co., Limited,
The, Galt, Ont. (Adv. page
885.)

Hamilton, Wm., Co., Limited,
Peterborough, Ont.

Hespeler Machinery Co., Limited,
Hespeler, Ont. (Adv. page
909.)

Inglis, The John, Co., Limited,
Toronto, Ont. (Adv. page
890.)

Jenckes Machine Co., Limited,
The, Sherbrooke, Que.

Letson & Burpee, Limited, Van-
couver, B.C.

Long, The E., Mfg. Co., Limited,
Orillia, Ont.

McDougall, The John, Caledonian
Iron Works Co., Limited, Mont-
real, Que. (Adv. page 1136.)

Matheson, I., & Co., Limited, New
Glasgow, N.S.

Miller Bros. & Toms, Montreal,
Que. (Adv. page 1134.)

Mowry & Sons, Gravenhurst, Ont.

Owen Sound Iron Works Co.,
Limited, The, Owen Sound, Ont.

Oxford Foundry & Machine Co.,
Oxford, N.S.

Payette, P., & Co., Penetanguishene,
Ont.

Plessisville, La Fonderie de, Ples-
sisville, Que.

Smart-Turner Machine Co., Limit-
ed, The, Hamilton, Ont. (Adv.
page 1134.)

Stratford Mill Building Co., Lim-
ited, The, Stratford, Ont.

Stuart Machinery Co., Limited,
The, Winnipeg, Man.

2073 PULLEYS, Sash.

Belleville Hardware Co., Limited,
The, Belleville, Ont.

Peterboro Lock Mfg. Co., Limited,
The, Peterboro, Ont.

Smart, The James, Mfg. Co.,
Limited, Brockville, Ont. (Adv.
page 1138.)

2074 PULLEYS, Show Case.

Brass and Steel Goods, Limited,
Belleville, Ont.

2075 PULLEYS, Wood and Wood Split.

Bell, The Robt., Engine & Thresh-
er Co., Limited, Seaford, Ont.

Calgary Iron Works, Limited, Cal-
gary, Alta.

Dodge Mfg. Co. of Toronto, Limit-
ed, Toronto, Ont. (Adv. page
903.)

Goldie & McCulloch Co., Limited,
The, Galt, Ont. (Adv. page
885.)

Letson & Burpee, Limited, Van-
couver, B.C.

Long, The E., Mfg. Co., Limited,
Orillia, Ont.

Miller Bros. & Toms, Montreal,
Que. (Adv. page 1134.)

Mowry & Sons, Gravenhurst, Ont.

Plessisville, La Fonderie de, Ples-
sisville, Que.

Reeves Pulley Mfg. Co., Limited,
The, Toronto, Ont.

2076 PULLS, Door and Drawer.

Belleville Hardware Co., Limited,
The, Belleville, Ont.

Hahn Brass Co., Limited, The,
New Hamburg, Ont.

Peterborough Lock Mfg. Co., Lim-
ited, Peterborough, Ont.

Smart, The James, Mfg. Co., Lim-
ited, Brockville, Ont. (Adv.
page 1138.)

Taylor-Forbes, Co., Limited,
Guelph, Ont.

2077 PULLS, Gong Bell.

Morrison, The James, Brass Mfg.
Co., Limited, Toronto, Ont.
(Adv. page 1119.)

2078 PULLS, Shoe.

Canada Label & Webbing Co.,
Limited, Toronto, Ont.

Colonial Weaving Co., Limited,
Peterborough, Ont.

2079 PULP, Fruit and Vege- table.

Burlington Canning Co., Limited,
The, Burlington, Ont.

Canadian Cannery, Limited, Ham-
ilton, Ont. (Adv. page 1111.)

Robinson, O. E., & Co., Ingersoll,
Ont.

2080 PULP, Wood (Mechani- cal).

Belgo Canadian Pulp & Paper Co.,
Limited, Shawinigan Falls, Que.

Booth, J. R., Ottawa, Ont.

Chicoutimi, La Cie de Pulpe de,
Chicoutimi, Que.

Davy, James, Thorold, Ont.

Dominion Paper Co., Montreal,
Que.

Jacques-Cartier Pulp and Paper
Co., Vancouver, B.C.

Jonquiere Pulp Co., The, Jon-
quiere, Que.

LaHave Pulp Co., Limited,
Bridgewater, N.S.

Lake Megantic Pulp Co., Lake
Megantic, Que.

Laurentide Paper Co., Limited,
The, Grand Mere, Que.

MacLaren, The James, Co., Limit-
ed, Buckingham, Que.

North Shore Power, Railway &
Navigation Co., Quebec, Que.

Riordon Paper Mills, Limited,
The, Montreal, Que. (Adv.
page 924.)

River du Loup Pulp Co., Limited,
The, Fraserville, Que.

Sault Ste. Marie Pulp & Paper
Co., The, Sault Ste. Marie, Ont.

Soucy, F. Florentin, Old Lake
Road, Que.

Thorold Pulp Co., Limited, The,
Thorold, Ont.

2081 PULP, Wood (Sulphite).

Booth, J. R., Ottawa, Ont.

Canadian Pacific Sulphite Pulp
Co., Vancouver, B.C.

Dominion Paper Co., Montreal,
Que.

Eddy, The E. B., Co., Limited,
Hull, Que. (Adv. page 901.)

Jonquiere Pulp Co., The, Jon-
quiere, Que.

Laurentide Paper Co., Limited,
The, Grand Mere, Que.

Partington, The Edward, Pulp and
Paper Co., St. John, N.B.

Riordon Paper Mills, Limited,
The, Montreal, Que. (Adv.
page 924.)

St. John Pulp & Paper Co., Lim-
ited, Mispec, N.B.

Sault Ste. Marie Pulp & Paper
Co., The, Sault Ste. Marie, Ont.

Toronto Paper Mfg. Co., The,
Cornwall, Ont. (Adv. page
924.)

2082 PULPERS, Root.

Bell, B., & Son Co., Limited, St.
George, Ont.

Hamilton, The Peter, Co., Limit-
ed, Peterboro, Ont.

Noxon Co., Limited, The, Inger-
soll, Ont.

Paris Plow Co., Limited, The,
Paris, Ont.

Shantz, P. E., Preston, Ont.

Sylvester Mfg. Co., Limited, The,
Lindsay, Ont.

Vilas, W. F., Cowansville, Que.

Watson, John, Mfg. Co., Limited,
Ayr, Ont.

Wilkinson Plow Co., Limited, To-
ronto, Ont.

2083 PULPITS AND PULPIT CHAIRS.

Blonde Lumber & Mfg. Co., Lim-
ited, The, Chatham, Ont.

Krug Bros. & Co., Chesley, Ont.

Valley City Seating Co., Limited,
The, Dundas, Ont.

2084 PULPSTONE.

Alabastine Co., Paris, Limited,
The, Paris, Ont. Adv. page
1118.)

2085 PULVERIZERS.

Bell, B., & Son Co., Limited, St.
George, Ont.

Gardner, Robert, & Son, Limited,
Montreal, Que. (Adv. page
896.)

Hamilton, Wm., Co., Limited,
Peterborough, Ont.

Jeffrey Mfg. Co., The, Montreal,
Que. (Adv. page 1100.)

Verity Plow Co., Limited, Brant-
ford, Ont. (Adv. page 892.)

Watson, John, Mfg. Co., Limited,
Ayr, Ont.

2086 PUMPS, Acid and Cir- culating.

Canada Foundry Co., Limited,
Toronto, Ont.

Smart-Turner Machine Co., Limit-
ed, The, Hamilton, Ont. (Adv.
page 1134.)

2087 PUMPS, Air.

Canada Foundry Co., Limited,
Toronto, Ont.

Canadian Buffalo Forge Co.,
Limited, Montreal, Que.

Canadian Rand Co., Limited,
Montreal, Que.

Goldie & McCulloch Co., Limited,
The, Galt, Ont. (Adv. page
885.)

Mitchell, The Robert, Co., Limit-
ed, Montreal, Que.

Morrison, The James, Brass Mfg.
Co., Limited, Toronto, Ont.
(Adv. page 1119.)

Smart-Turner Machine Co., Limit-
ed, The, Hamilton, Ont. (Adv.
page 1134.)

2088 PUMPS, Beer.

Canada Foundry Co., Limited,
Toronto, Ont.

Mitchell, The Robt., Co., Limited,
Montreal, Que.

Morrison, The James, Brass Mfg.
Co., Limited, Toronto, Ont.
(Adv. page 1119.)

2089 PUMPS, Boiler Feed.
Canada Foundry Co., Limited, Toronto, Ont.
Goldie & McCulloch Co., Limited, The, Galt, Ont. (Adv. page 885.)
McDougall, The R., Co., Limited, Galt, Ont. (Adv. page 896.)
Manitoba Bridge and Iron Works, Limited, The, Winnipeg, Man.
Matheson, I., & Co., Limited, New Glasgow, N.S.
Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)
Stuart Machinery Co., Limited, The, Winnipeg, Man.

2090 PUMPS, Centrifugal.
Beatty, M., & Sons, Limited, Welland, Ont. (Adv. page 888.)
Canada Foundry Co., Limited, Toronto, Ont.
Canadian Buffalo Forge Co., Limited, Montreal, Que.
Computing Scale Co. of Canada, Limited, Toronto, Ont.
Goold, Shapley & Muir Co., Limited, Brantford, Ont. (Adv. page 892.)
Jenckes Machine Co., Limited, The, Sherbrooke, Que.
Manson Mfg. Co., Thorold, Ont.
McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)
McDougall, The R., Co., Limited, Galt, Ont. (Adv. page 896.)
Manitoba Bridge and Iron Works, Limited, The, Winnipeg, Man.
Park Bros., Chatham, Ont.
Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)

2091 PUMPS, Cistern, Artesian Well and Tank.

Canada Foundry Co., Limited, Toronto, Ont.
Louden Machinery Co., Guelph, Ont.
Manitoba Windmill and Pump Co., Limited, Brandon, Man.
McDougall, The R., Co., Limited, Galt, Ont. (Adv. page 896.)
Ontario Wind Engine & Pump Co., Limited, Toronto, Ont. (Adv. page 1096.)
Plessisville, La Fonderie de, Plessisville, Que.
Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)
Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)
Sylvester Mfg. Co., Limited, The, Lindsay, Ont.

2092 PUMPS, Duplex and Triplex Power.
Martin Pump and Machine Co., Toronto, Ont.
Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)

2093 PUMPS, Electric.
Canadian Buffalo Forge Co., Limited, Montreal, Que.

2111 RACKS, Book.
Otterville Mfg. Co., Limited, Otterville, Ont.
Valley City Seating Co., Limited, The, Dundas, Ont.

2112 RACKS, Communion Cup.
Valley City Seating Co., Limited, The, Dundas, Ont.

2113 RACKS, Hall.

Canada Furniture Mfrs., Limited, Woodstock, Ont.
Hibner, The D., Furniture Co., Limited, Berlin, Ont.
Lippert Furniture Co., Limited, Berlin, Ont.
McLagan, The George, Furniture Co., Limited, Stratford, Ont.
Meaford Mfg. Co., Limited, The, Meaford, Ont.

2094 PUMPS, Fire.
Canada Foundry Co., Limited, Toronto, Ont.
Canadian Buffalo Forge Co., Limited, Montreal, Que.
Darling Brothers, Limited, Montreal, Que.
Inglis, The John, Co., Limited, Toronto, Ont. (Adv. page 890.)
Manitoba Bridge and Iron Works, Limited, The, Winnipeg, Man.
Ontario Wind Engine & Pump Co., Limited, Toronto, Ont. (Adv. page 1096.)
Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)
Stuart Machinery Co., Limited, The, Winnipeg, Man.
Vogel, H. G., Co., Montreal, Que. (Adv. page 1097.)

2095 PUMPS, Hydraulic Pressure.

Canada Foundry Co., Limited, Toronto, Ont.
Canadian Buffalo Forge Co., Limited, Montreal, Que.
Hamilton, Wm., Co., Limited, Peterborough, Ont.
McDougall, The R., Co., Limited, Galt, Ont. (Adv. page 896.)
Perrin, Wm. R., & Co., Limited, Toronto, Ont. (Adv. page 896.)
Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)

2096 PUMPS, Iron Force and Lift.

Canada Foundry Co., Limited, Toronto, Ont.
Goold, Shapley & Muir Co., Limited, Brantford, Ont. (Adv. page 892.)
Louden Machinery Co., Guelph, Ont.
Manitoba Windmill and Pump Co., Limited, Brandon, Man.
McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)
McDougall, The R., Co., Limited, Galt, Ont. (Adv. page 896.)
Ontario Wind Engine & Pump Co., Limited, Toronto, Ont. (Adv. page 1096.)
Plessisville, La Fonderie de, Plessisville, Que.
Selby & Youlden, Limited, Kingston, Ont.
Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)
Stewart, Bruce & Co., Charlotte-town, P.E.I.
Stratford Bridge & Iron Works Co., Stratford, Ont.
Sylvester Mfg. Co., Limited, The, Lindsay, Ont.
Woodstock Wind-Motor Co., Limited, Woodstock, Ont.
Wortman & Ward Co., Limited, The, London, Ont.

2097 PUMPS, Oil.

Bowser, S. F., & Co., Limited, Toronto, Ont.
Hamilton Brass Mfg. Co., Limited, The, Hamilton, Ont.

Thomas Bros., Limited, St. Thomas, Ont.
Wunder Furniture Mfg. Co., Limited, Berlin, Ont.

2114 RACKS, Hay and Stock.

Adams Wagon Co., Limited, Brantford, Ont.
Bain Wagon Co., Limited, The, Woodstock, Ont.

2115 RACKS, Shoe.

Constantin & O'Brien, Montreal, Que.

2116 RACKS AND REELS, Hose.

Clemens, The H. A., Co., Limited, Guelph, Ont.
London Foundry Co., Limited, The, London, Ont.

Helgeson, H. T., Winnipeg, Man.
Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
Oil Well Supply Co., Limited, Petrolia, Ont. (Adv. page 1132.)
Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)

2098 PUMPS, Pitcher.

McDougall, The R., Co., Limited, Galt, Ont. (Adv. page 896.)
Ontario Wind Engine & Pump Co., Limited, Toronto, Ont. (Adv. page 1096.)

2099 PUMPS, Ship.

Canada Foundry Co., Limited, Toronto, Ont.
Hall Engineering Works, The, Montreal, Que.
McDougall, The R., Co., Limited, Galt, Ont. (Adv. page 896.)
Ontario Wind Engine & Pump Co., Limited, Toronto, Ont. (Adv. page 1096.)
Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)

2100 PUMPS, Spray.

Smart, The Jas., Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)
Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)
Spramotor Co., The, London, Ont.

2101 PUMPS, Steam Power (For Mines, Paper and Pulp Mills and Tanneries).

Canada Foundry Co., Limited, Toronto, Ont.
Canadian Buffalo Forge Co., Limited, Montreal, Que.
Darling Bros., Limited, Montreal, Que.
Drolet, F. X., Quebec, Que.
Fairbanks Morse Canadian Mfg. Co., Limited, Toronto, Ont. (Adv. page 900.)
Goldie & McCulloch Co., Limited, The, Galt, Ont. (Adv. page 885.)
Hall Engineering Works, The, Montreal, Que.
Inglis, The John, Co., Limited, Toronto, Ont. (Adv. page 890.)
Jenckes Machine Co., Limited, The, Sherbrooke, Que.
Martin Pump and Machine Co., Toronto, Ont.
McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)
McDougall, The R., Co., Limited, Galt, Ont. (Adv. page 896.)
Matheson, I., & Co., Limited, New Glasgow, N.S.
Moir, W. & A., Halifax, N.S.

2109 QUARTZ, Ground.

Electric Reduction Co., Limited, The, Buckingham, Que.

2110 QUILTS.

Canadian Feather & Mattress

Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)
Stuart Machinery Co., Limited, The, Winnipeg, Man.

2102 PUMPS, Test and Veterinary.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

2103 PUMPS, Turbine.

Canadian Buffalo Forge Co., Limited, Montreal, Que.
McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)

2104 PUNCHES AND SHEARS.

Banfield, W. H., & Sons, Toronto, Ont. (Adv. page 1133.)
Canadian Buffalo Forge Co., Limited, Montreal, Que.
Jardine, A. B., & Co., Hespeler, Ont.
London Machine Tool Co., Limited, The, Hamilton, Ont. (Adv. page 902.)
MacGregor, Gourlay Co., Limited, Galt, Ont.
Pratt & Whitney Co. of Canada, Limited, Dundas, Ont. (Adv. page 898.)

2105 PUTTY.

Brandram-Henderson, Limited, Montreal, Que.
Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884.)
Moore, Benjamin, & Co., Limited, West Toronto, Ont.
Muirhead, A., Co., Limited, Toronto, Ont.
Ottawa Paint Works, The, Ottawa, Ont.
Pendray, W. J., Victoria, B.C.
Ramsay, A., & Son Co., Montreal, Que.
Robertson, The James, Co., Limited, Montreal, Que.
Standard Paint & Varnish Co., Limited, Windsor, Ont.
Stephens, G. F., & Co., Limited, Winnipeg, Man.

2106 PUTTY, Stove.

Canadian Asbestos Co., Montreal, Que.
Sterne, G. F., & Sons, Brantford, Ont.

2107 PYJAMAS.

Rideau Mfg. Co., The, Ottawa, Ont.
Standard Shirt Mfg. Co., Limited, The, Montreal, Que.
Williams, Greene & Rome, Limited, Berlin, Ont.

2108 PYROGRAPHY SUPPLIES

Acme Supply Co., Limited, The, Toronto, Ont.
Young Bros., Toronto, Ont.

Q

Co., Limited, The, Toronto, Ont.

Harvey Quilting Co., Limited, Toronto, Ont.

R

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)

Watson, The John, Mfg. Co., Limited, Ayr, Ont.
Wilkinson Plow Co., Limited, The, Toronto, Ont.
Wilson & Cousins, Toronto, Ont.

2117 RADIATORS, Hot Water and Steam.

Clare Bros. & Co., Limited, Preston, Ont.
Dominion Radiator Co., Limited, The, Toronto, Ont.
Gurney Foundry Co., Limited, The, Toronto, Ont.
Gurney, Tilden Co., Limited, The, Hamilton, Ont. (Adv. p. 912.)

King Radiator Co., Limited, Toronto, Ont. (Adv. p. 912.)

Taylor-Forbes Co., Limited, Guelph, Ont.
Tilden, Gurney & Co., Limited, Winnipeg, Man.

2118 RAILINGS, Brass.

Canada Foundry Co., Limited, Toronto, Ont.
Canada Wire Goods Mfg. Co., Hamilton, Ont. (Adv. p. 1086.)
Chadwick Bros., Hamilton, Ont.
Garth Co., The, Montreal, Que.
Hamilton Brass Mfg. Co., Limited, The, Hamilton, Ont.
Meadows, The Geo. B., Toronto Wire, Iron & Brass Works Co., Limited, Toronto, Ont. (Adv. page 1089.)
Mitchell, The Robt., Co., Limited, Montreal, Que.

- Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
- Parkin Elevator Co., Limited, The, Hespeler, Ont. (Adv. p. 1101.)
- Pritchard-Andrews Co. of Ottawa, Limited, Ottawa, Ont.
- Toronto Brass Mfg. Co., Toronto, Ont.
- Watson, John, & Son of Montreal, Limited, Montreal, Que. (Adv. page 1137.)
- 2119 RAILINGS, Iron.**
- Belanger, A., Montmagny, Que.
- Canada Wire Goods Mfg. Co., Hamilton, Ont.
- Canadian Ornamental Iron Co., Toronto, Ont. (Adv. page 1121.)
- Dennis Wire & Iron Works Co., Limited, London, Ont. (Adv. page 1120.)
- Garth Co., The, Montreal, Que.
- Hamilton, Wm., Co., Limited, Peterborough, Ont.
- Hutchison & Sticht, Montreal, Que.
- Meadows, The Geo. B., Toronto Wire, Iron & Brass Works Co., Limited, Toronto, Ont. (Adv. page 1089.)
- Mitchell, The Robt., Co., Limited, Montreal, Que.
- Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
- Parkin Elevator Co., Limited, The, Hespeler, Ont. (Adv. page 1101.)
- Schmidt & Co., Winnipeg, Man.
- Watson, John & Son, of Montreal, Limited, Montreal, Que. (Adv. page 1137.)
- Westminster Iron Works, New Westminster, B.C.
- 2120 RAILINGS, Wood, for Altars, Banks, Etc.**
- Clemens, The H. A., Co., Limited, Guelph, Ont.
- Cushing Bros. Co., Limited, Calgary, Alta.
- Dempster, James, & Co., Halifax, N.S.
- Harrison, John, & Sons Co., Limited, Owen Sound, Ont.
- Lemon, Gonnason & Co., Victoria, B.C.
- Paquet & Godbout, St. Hyacinthe, Que.
- Rathbun Co., The, Deseronto, Ont.
- Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091.)
- Scott, The J. C., Co., Limited, Toronto, Ont.
- Valley City Seating Co., Limited, The, Dundas, Ont.
- 2121 RAILS, Bed (Hollow Steel).**
- Munro Wire Works, Limited, New Glasgow, N.S.
- 2122 RAILS, Bessemer Steel.**
- Algoma Steel Co., Limited, The, Sault Ste. Marie, Ont. (Adv. page 1127.)
- 2123 RAILS, Dash.**
- McKinnon Dash & Metal Works Co., Limited, St. Catharines, Ont. (Adv. Inside Front Cover.)
- Skinner Co., Limited, The, Gananoque, Ont.
- 2124 RAILS, Light and Mining.**
- Peck Rolling Mills, Limited, The, Montreal, Que.
- 2125 RAILS, Steel, Open Hearth.**
- Algoma Steel Co., Limited, The, Sault Ste. Marie, Ont. (Adv. page 1127.)
- Dominion Iron & Steel Co., Limited, Sydney, N.S.
- Page-Hersey Iron, Tube & Lead Co., Limited, Toronto, Ont.
- 2126 RAILWAYS, Street, Electric.**
- Montreal Street Railway Co., Montreal, Que.
- 2127 RAKES, Garden.**
- Bedford Mfg. Co., The, Bedford, Que.
- Canada Axe & Harvest Tool Mfg. Co., Limited, St. Paul, Que.
- Welland Vale Mfg. Co., Limited, The, St. Catharines, Ont. (Adv. page 1099.)
- 2128 RAKES, Horse Hay.**
- Cossitt Co., Limited, The, Brockville, Ont.
- Frost & Wood Co., Limited, The, Smith's Falls, Ont.
- Hamilton, The Peter, Co., Limited, Peterboro, Ont.
- International Harvester Co., Limited, Hamilton, Ont. (Adv. page 895.)
- Massey-Harris Co., Limited, Toronto, Ont. (Adv. page 893.)
- Maxwell, David, & Sons, St. Mary's, Ont.
- Noxon Co., Limited, The, Ingersoll, Ont.
- Shantz, P. E., Preston, Ont.
- Sylvester Mfg. Co., Limited, The, Lindsay, Ont.
- 2129 RAKES, Side Delivery.**
- Cossitt Co., Limited, The, Brockville, Ont.
- Frost & Wood Co., Limited, The, Smith's Falls, Ont.
- Maxwell, David, & Sons, St. Mary's, Ont.
- Shantz, P. E., Preston, Ont.
- 2130 RAKES, Wood (Hand.)**
- Bedford Mfg. Co., The, Bedford, Que.
- Cameron, Dunn Mfg. Co., Limited, The, Strathroy, Ont.
- Gignac, J. H., Limited, Quebec, Que.
- Lachute Shuttle Co., Limited, The, Lachute Mills, Que.
- Still, J. H., Mfg. Co., Limited, The, St. Thomas, Ont.
- 2131 RAMS, Hydraulic.**
- McDougall, The R., Co., Limited, Galt, Ont. (Adv. page 896.)
- Matheson, I., & Co., Limited, New Glasgow, N.S.
- Ontario Wind Engine & Pump Co., Limited, Toronto, Ont. (Adv. page 1096.)
- 2132 RANGES, Gas.**
- Burrow, Stewart & Milne Co., Limited, The, Hamilton, Ont.
- Canada Malleable & Steel Range Mfg. Co., Limited, Toronto, Ont.
- Gurney Foundry Co., Limited, The, Toronto, Ont.
- Kerr, R. & W., Limited, Montreal, Que.
- Moffat Stove Co., Limited, Weston, Ont.
- 2133 RANGES, Hotel.**
- Gurney Foundry Co., Limited, The, Toronto, Ont.
- Gurney, Tilden Co., Limited, The, Hamilton, Ont. (Adv. page 912.)
- Kerr, R. & W., Limited, Montreal, Que.
- McClary Mfg. Co., The, London, Ont. (Adv. page 913.)
- Prowse, Geo. R., Montreal, Que.
- Western Foundry Co., Limited, The, Wingham, Ont.
- 2134 RANGES, Household.**
- Amherst Foundry Co., Limited, Amherst, N.S.
- Belanger, A., Montmagny, Que.
- Bowes, Jamieson & Co., -Hamilton, Ont.
- Buck, The Wm., Stove Co., Limited, Brantford, Ont.
- Burrow, Stewart & Milne Co., Limited, The, Hamilton, Ont.
- Canada Malleable & Steel Range Mfg. Co., Limited, Toronto, Ont.
- Clare Bros. & Co., Limited, Preston, Ont.
- Copp, W. J., Son & Co., Fort William, Ont.
- Davidson, the Thos., Mfg. Co., Limited, Montreal, Que. (Adv. page 1130.)
- Doherty Mfg. Co., Limited, Sarina, Ont.
- Farquhar Bros., Halifax, N.S.
- Findlay Bros. Co., Limited, Carleton Place, Ont.
- Guelph Stove Co., Limited, Guelph, Ont.
- Gurney Foundry Co., Limited, The, Toronto, Ont.
- Gurney, Tilden Co., Limited, The, Hamilton, Ont. (Adv. page 912.)
- Hillis & Sons, Limited, Halifax, N.S.
- Kerr, R. & W., Limited, Montreal, Que.
- McClary Mfg. Co., The, London, Ont. (Adv. page 913.)
- McLean, Holt & Co., St. John, N.B.
- Moffat Stove Co., Limited, The, Weston, Ont.
- Moore, The D., Co., Limited, Hamilton, Ont.
- Shaw & Mason, Limited, Sydney, N.S.
- Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)
- Stewart, The James, Mfg. Co., Limited, Woodstock, Ont.
- Tilden, Gurney & Co., Limited, Winnipeg, Man.
- Western Foundry Co., Limited, The, Wingham, Ont.
- Windor Foundry & Machine Co., Limited, Windsor, N.S.
- 2135 RANGES, Steel.**
- Amherst Foundry Co., Limited, Amherst, N.S.
- Canada Malleable & Steel Range Mfg. Co., Limited, Toronto, Ont.
- Findlay Bros. Co., Limited, Carleton Place, Ont.
- Hall Zryd Foundry Co., Limited, The, Grimsby, Ont.
- Kerr, R. & W., Limited, Montreal, Que.
- McLennan, McFeely & Co., Limited, Vancouver, B.C.
- Moffat Stove Co., Limited, Weston, Ont.
- Moore, The D., Co., Limited, Hamilton, Ont.
- National Mfg. Co., Limited, The, Pembroke, Ont.
- Prowse, Geo. R., Montreal, Que.
- Western Foundry Co., Limited, The, Wingham, Ont.
- 2136 RATCHETS.**
- Pratt & Whitney Co. of Canada, Limited, Dundas, Ont. (Adv. page 898.)
- 2137 RAWHIDE.**
- Barrie Tanning Co., Limited, The, Barrie, Ont. (Adv. page 921.)
- Wickett & Craig, Limited, Toronto, Ont. (Adv. page 920.)
- 2138 RAZORS.**
- Gillette Safety Razor Co., Montreal, Que.
- Jones Bros. & Co., Limited, Toronto, Ont.
- 2139 REAMERS.**
- Hamilton Tool Co., Limited, Hamilton, Ont.
- Jardine, A. B., & Co., Hespeler, Ont.
- Pratt & Whitney Co. of Canada, Limited, Dundas, Ont. (Adv. page 898.)
- Whitman & Barnes Mfg. Co., The, St. Catharines, Ont.
- 2140 REAPERS.**
- Cossitt Co., Limited, The, Brockville, Ont.
- Frost & Wood Co., Limited, The, Smith's Falls, Ont.
- International Harvester Co. of Canada, Limited, Hamilton, Ont. (Adv. page 895.)
- Massey-Harris Co., Limited, Toronto, Ont. (Adv. page 893.)
- Maxwell, David, & Sons, St. Mary's, Ont.
- Noxon Co., Limited, The, Ingersoll, Ont.
- 2141 RECEIVERS, Air.**
- Canada Foundry Co., Limited, Toronto, Ont.
- McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)
- Matheson, I., & Co., Limited, New Glasgow, N.S.
- 2142 RECEIVERS, Steam.**
- Matheson, I., & Co., Limited, New Glasgow, N.S.
- 2143 RECORDERS, Time.**
- International Time Recorder Co., of Canada, Limited, Toronto, Ont.
- Wood, W. A., Montreal, Que. (Adv. page 1106.)
- 2144 RECORDS, Gramophone.**
- Berliner Gramophone Co., Limited, The, Montreal, Que.
- 2145 REEDS, Loom.**
- McLaren, The J. C., Belting Co., Montreal, Que. (Adv. page 919.)
- 2146 REELS, Clothes Line.**
- Clemens, The H. A., Co., Limited, Guelph, Ont.
- Taylor-Forbes Co., Limited, Guelph, Ont.
- Thomas Brothers, Limited, St. Thomas, Ont.
- 2147 REELS AND WAGONS, Fire Hose.**
- Boyce Carriage Co., The, Winnipeg, Man.
- Seagrave, W. E., Walkerville, Ont.
- Smith Bros., Toronto, Ont.
- Truro Carriage Co., Truro, N.S.
- 2148 REFLECTORS, Chandelier and Electric.**
- Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
- 2149 REFLECTORS, Mirror (Window and Show Case).**
- Piper, The Hiram L., Co., Limited, Montreal, Que.
- Piper, The N. L., Railway Supply Co., Limited, Toronto, Ont.
- 2150 REFRIGERATING MACHINERY.**
- See Machinery, Refrigerating.
- 2151 REFRIGERATORS.**
- Barnet Mfg. Co., Limited, Renfrew, Ont.
- Briggs, John, & Son, Brockville, Ont.
- Cossitt Co., Limited, The, Brockville, Ont.
- Davidson, James, Ottawa, Ont.
- Fletcher Mfg. Co., Limited, Toronto, Ont.
- Ham & Nott Co., Limited, Brantford, Ont.
- Hourd & Co., Limited, London, Ont.
- Lee Mfg. Co., Limited, Pembroke, Ont.
- Linde British Refrigeration Co., Limited, The, Montreal, Que. (Adv. page 1111.)
- Prowse, Geo. R., Montreal, Que.
- Sanderson-Harold Co., Limited, Paris, Ont.
- Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)
- Sussex Mfg. Co., Limited, The, Sussex, N.S.
- 2152 REGALIA, Society and Lodge.**
- Dominion Regalia Co., Limited, The, Toronto, Ont.
- Mortimore & Blackebly, Toronto, Ont.
- 2153 REGISTERS, Cash.**
- National Cash Register Co., The, Toronto, Ont.
- 2154 REGISTERS, Hot Air.**
- Buck, The Wm., Stove Co., Limited, Brantford, Ont.
- Burrow, Stewart & Milne Co., Limited, The, Hamilton, Ont.
- Clare Bros. & Co., Limited, Preston, Ont.
- Gurney Foundry Co., Limited, The, Toronto, Ont.
- Gurney, Tilden Co., Limited, The, Hamilton, Ont. (Adv. page 912.)
- McClary Mfg. Co., The, London, Ont. (Adv. page 913.)
- Pease Foundry Co., Limited, Toronto, Ont.
- Pease-Waldon Co., Limited, Winnipeg, Man.
- Plessisville, La Fonderie de, Plessisville, Que.

- Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138).
- Stewart, The James, Mfg. Co., Limited, Woodstock, Ont.
- Toronto Furnace & Crematory Co., Limited, Toronto, Ont.
- 2155 REINFORCEMENTS, Concrete.**
- Canada Wire Goods Mfg. Co., Hamilton, Ont. (Adv. page 1086).
- Canadian Drawn Steel Co., Limited, The, Hamilton, Ont. (Adv. page 1127).
- Expanded Metal & Fireproofing Co., Limited, Toronto, Ont. (Adv. page 1105.)
- London Fence Machine Co., Limited, London, Ont.
- Meadows, The Geo. B., Toronto Wire Iron & Brass Works Co., Limited, Toronto, Ont. (Adv. page 1089.)
- Metal Shingle & Siding Co., Limited, Preston, Ont. (Adv. page 1083.)
- Metallie Roofing Co. of Canada, Limited, The, Toronto, Ont. (Adv. pages 1080-1081).
- Peck Rolling Mills, Limited, The, Montreal, Que.
- 2156 REMOVER, Paint and Varnish.**
- Imperial Varnish & Color Co., Limited, The, Toronto, Ont. (Adv. page 1102).
- Moore, Benjamin, & Co., Limited, West Toronto, Ont.
- Standard Paint & Varnish Co., Limited, Windsor, Ont.
- 2157 REPLACERS, Car and Locomotive.**
- Holden Co., Limited, The, Montreal, Que.
- Montreal Steel Works, Limited, Montreal, Que. (Adv. page 884).
- 2158 RESAWS.**
- Ballantine, John, & Co., Limited, Preston, Ont.
- Berlin Machine Works, Limited, Hamilton, Ont. (Adv. page 906).
- Bertrand, La Compagnie Manufacturiere F. X., St. Hyacinthe, Que.
- Cowan & Co. of Galt, Limited, Galt, Ont.
- Hamilton, Wm., Co., Limited, Peterborough, Ont.
- Hespeler Machinery Co., Limited, Hespeler, Ont. (Adv. page 909).
- Plessisville, La Fonderie de, Plessisville, Que.
- St. John Iron Works, Limited, St. John, N.B.
- Waterous Engine Works Co., Limited, The, Brantford, Ont. (Adv. page 889).
- 2159 RESIN.**
- Canadian Turpentine, Limited, Montreal, Que.
- 2160 RETORTS AND CONDENSERS, Amalgam.**
- Matheson, I. & Co., Limited, New Glasgow, N.S.
- 2161 RETORTS, Canning Factory (Processing).**
- Brown, Boggs Co., Limited, The, Hamilton, Ont. (Adv. page 1105.)
- Letson & Burpee, Limited, Vancouver, B.C.
- 2162 RHEOSTATS, Electric.**
- Canadian General Electric Co., Limited, Toronto, Ont. (Adv. page 1077).
- Canadian Westinghouse Co., Limited, Hamilton, Ont.
- 2163 RIBBONS, Silk.**
- Belding, Paul, & Co., Limited, Montreal, Que.
- de Sauzeau, F. D., & Co., Toronto, Ont.
- 2164 RIBBONS, Typewriter.**
- Peerless Carbon & Ribbon Mfg. Co., Limited, Toronto, Ont.
- Underwood, John, & Co., Toronto, Ont.
- 2165 RICE AND RICE PRODUCTS.**
- Mount Royal Milling & Mfg. Co., Montreal, Que.
- 2166 RIDDLES, Foundry.**
- Canada Wire Goods Mfg. Co., Hamilton, Ont. (Adv. page 1086).
- Hamilton Facing Mill Co., Limited, Hamilton, Ont. (Adv. page 1107).
- Major Mfg. Co., Limited, The, Montreal, Que.
- 2167 RIDGINGS, Metal.**
- See Crestings, Metal.
- 2168 RIMS, Wood (Bicycle.)**
- Canada Cycle & Motor Co., Limited, West Toronto, Ont. (Adv. page 936).
- 2169 RIMS, Wood (Buggy, Carriage, Etc.)**
- Ackland, D., & Son, Limited, Winnipeg, Man.
- Canada Wheel Works Limited, The, Merriton, Ont. (Adv. page 1079).
- Chatham Bent Goods Co., Limited, The, Chatham, Ont.
- Crown Lumber Co., Limited, The, Woodstock, Ont.
- Finlay, J., & Sons Co., Norwood, Ont.
- Heard, John, & Co., St. Thomas, Ont.
- Hore, F. W., & Son, Limited, Hamilton, Ont.
- Loughhead Bros., Limited, Sarnia, Ont.
- McVean, O. & W., Dresden, Ont.
- Scott, R., & Son, Limited, Galt, Ont.
- West Lorne Wagon Co., Limited, West Lorne, Ont.
- Windsor Turned Goods Co., Limited, Windsor, Ont.
- 2170 RINGS, Martingale.**
- Arlington Co. of Canada, Limited, Toronto, Ont.
- 2171 RINGS, Rubber.**
- Canadian Rubber Co., Limited, Montreal, Que. (Adv. Outside Back Cover.)
- Dunlop Tire & Rubber Goods Co., Limited, Toronto, Ont. (Adv. page 1145.)
- Durham Rubber Co., Limited, The, Bowmanville, Ont. (Adv. page 1094.)
- 2172 RINSERS, Bottle.**
- Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119).
- 2173 RIVETERS, Jaw.**
- Canadian Rand Co., Limited, Montreal, Que.
- McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136).
- 2174 RIVETS, Belt.**
- Brantford Screw Co., Limited, Brantford, Ont. (Adv. page 1123).
- Canada Screw Co., Limited, Hamilton, Ont. (Adv. page 1123).
- Gibson, W. J., Gananoque, Ont.
- Parmenter & Bulloch Co., Limited, The, Gananoque, Ont.
- 2175 RIVETS, Copper and Brass.**
- Brantford Screw Co., Limited, Brantford, Ont. (Adv. page 1123.)
- Canada Screw Co., Limited, Hamilton, Ont. (Adv. page 1123).
- Dominion Wire Mfg. Co., Limited, Montreal, Que.
- Parmenter & Bulloch Co., Limited, The, Gananoque, Ont.
- 2176 RIVETS, Iron and Steel.**
- Brantford Screw Co., Limited, Brantford, Ont. (Adv. page 1123).
- Canadian Drawn Steel Co., Limited, The, Hamilton, Ont. (Adv. page 1127).
- Hamilton Bridge Works Co., Limited, The, Hamilton, Ont. (Adv. page 883).
- London Rolling Mill Co., Limited, London, Ont.
- Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884).
- Parmenter & Bulloch Co., Limited, The, Gananoque, Ont.
- Phoenix Bridge & Iron Works, Limited, The, Montreal, Que.
- Starr Mfg. Co., Limited, Dartmouth, N.S.
- Toronto Bolt & Forging Co., Limited, Toronto, Ont. (Adv. page 1143).
- 2177 RIVETS, Slotted or Bl-furcated.**
- Parmenter & Bulloch Co., Limited, The, Gananoque, Ont.
- 2178 RIVETS, Tubular.**
- Gibson, W. J., Gananoque, Ont.
- Parmenter & Bulloch Co., Limited, The, Gananoque, Ont.
- 2179 ROBES, Astrachan.**
- Penmans, Limited, Paris, Ont. (Adv. page 918).
- 2180 ROBES, Baby Carriage, Lambskin.**
- Howe, Arthur T., Toronto, Ont.
- 2181 ROBES, Burial.**
- Elliott, James S., & Son, Prescott, Ont.
- Girard & Godin, Three Rivers, Que.
- Globe Casket Co., The, London, Ont.
- National Casket Co., Toronto, Ont.
- Semmens & Evel Casket Co., Limited, The, Hamilton, Ont.
- Thompson, The D. W., Co., Limited, Toronto, Ont.
- 2182 ROBES, Fur.**
- Allan, A. A., & Co., Toronto, Ont.
- Berlin Robe & Clothing Co., Limited, Berlin, Ont.
- Boulter, Waugh & Co., Limited, Montreal, Que.
- Bordeau, J., & Son, Montreal, Que.
- Bremner, Alex., Tillsonburg, Ont.
- Brereton & Manning, Toronto, Ont.
- Dechene & Paulin, Quebec, Que.
- Holt, Renfrew & Co., Quebec, Que.
- Laliberte, J. B., Quebec, Que.
- 2183 ROCKERS.**
- See Chairs.
- 2184 ROCKING HORSES.**
- Kennedy & Davis Milling Co., Limited, The, Lindsay, Ont.
- Taylor, Scott & Co., Toronto, Ont.
- 2185 RODS, Brass.**
- Hahn Brass Co., Limited, The, New Hamburg, Ont.
- Hamilton Brass Mfg. Co., Limited, The, Hamilton, Ont.
- Mitchell, The Robert, Co., Limited, Montreal, Que.
- Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119).
- Robertson, The James, Co., Limited, Montreal, Que.
- Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138).
- 2186 RODS, Engine.**
- Jenckes Machine Co., Limited, The, Sherbrooke, Que.
- Plessisville, La Fonderie de, Plessisville, Que.
- Waterous Engine Works Co., Limited, The, Brantford, Ont. (Adv. page 889).
- 2187 RODS (Iron and Steel) Truss and Bridge.**
- Hamilton Bridge Works Co., Limited, The, Hamilton, Ont. (Adv. page 883).
- Matheson, I. & Co., Limited, New Glasgow, N.S.
- 2188 RODS, Piston and Pump.**
- Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884).
- Union Drawn Steel Co., Limited, Hamilton, Ont. (Adv. page 1127).
- 2189 RODS, Stove.**
- Canada Screw Co., Limited, Hamilton, Ont. (Adv. page 1123).
- 2190 RODS, Wire.**
- Dominion Iron & Steel Co., Limited, Sydney, N.S.
- 2191 ROLLERS, Blind and Window Shade.**
- Daly & Morin, Montreal, Que.
- Stewart Hartshorn Co., Toronto, Ont.
- 2192 ROLLERS, Garden and Lawn.**
- Canada Foundry Co., Limited, Toronto, Ont.
- London Foundry Co., Limited, The, London, Ont.
- Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138).
- Watson, John, Mfg. Co., Limited, Ayr, Ont.
- Wilkinson Plow Co., Limited, Toronto, Ont.
- 2193 ROLLERS, Land.**
- Bell, B., & Son Co., Limited, St. George, Ont.
- Bigsell, T. E., Co., Limited, Elora, Ont.
- Cockshutt Plow Co., Limited, Brantford, Ont. (Adv. page 894).
- Frost & Wood Co., Limited, The, Smith's Falls, Ont.
- Hamilton, The Peter, Co., Limited, Peterboro, Ont.
- International Harvester Co. of Canada, Limited, Hamilton, Ont. (Adv. page 895).
- Shantz, P. E., Preston, Ont.
- Sylvester Mfg. Co., Limited, The, Lindsay, Ont.
- Verity Plow Co., Limited, Brantford, Ont. (Adv. page 892).
- Vilas, W. F., Cowansville, Que.
- Wilkinson Plow Co., Limited, Toronto, Ont.
- 2194 ROLLERS, Printers'.**
- Ault & Wiborg Co. of Canada, Limited, The, Toronto, Ont. (Adv. page 1102).
- Canada Printing Ink Co., Limited, Toronto, Ont.
- Manion Bros., Toronto, Ont.
- Toronto Type Foundry Co., Limited, Toronto, Ont.
- 2195 ROLLERS, Road (Horse).**
- Sawyer & Massey Co., Limited, Hamilton, Ont.
- 2196 ROLLERS, (Road Steam).**
- Bell, The Robt., Engine & Thresher Co., Limited, Seaford, Ont.
- Sawyer & Massey Co., Limited, Hamilton, Ont.
- Waterous Engine Works Co., Limited, Brantford, Ont. (Adv. page 889).
- 2197 ROLLS, Ore Crushing.**
- Hamilton, Wm., Co., Limited, Peterborough, Ont.
- Jenckes Machine Co., Limited, The, Sherbrooke, Que.
- 2198 ROLLS, Plate Bending and Straightening.**
- Bertram, The John, & Sons Co., Limited, Dundas, Ont. (Adv. page 899).
- MacGregor, Gourlay Co., Limited, The, Galt, Ont.
- 2199 ROLLS, Rubber.**
- Canadian Rubber Co., Limited, The, Montreal, Que. (Adv. Outside Back Cover).
- Dunlop Tire & Rubber Goods Co., Limited, Toronto, Ont. (Adv. page 1145.)
- Gutta Percha & Rubber Mfg. Co., Limited, The, Toronto, Ont. (Adv. Inside Back Cover).
- 2200 ROLLS, Steel, for Roller Skates.**
- Morrow, The John, Screw, Limited, Ingersoll, Ont. (Adv. page 1122).

2201 BOLLS, Typewriter.

Dunlop Tire & Rubber Goods Co., Limited, Toronto, Ont. (Adv. page 1145.)

2202 BOLLS, Wringer.

Canadian Rubber Co., Limited, The, Montreal, Que. (Adv. Outside Back Cover).
Gutta Percha & Rubber Mfg. Co., Limited, The, Toronto, Ont. (Adv. Inside Back Cover).

2203 ROOF FRAMES, Steel.

Canada Foundry Co., Limited, Toronto, Ont.
Canadian Bridge Co., Limited, The, Walkerville, Ont. (Adv. 1106).
Dominion Bridge Co., Limited, Montreal, Que. (Adv. page 1106).
Hamilton Bridge Works Co., Limited, The, Hamilton, Ont. (Adv. page 883).
Phoenix Bridge & Iron Works, Limited, The, Montreal, Que.

2204 ROOFING (Prepared) Asphalt, Felt, Pitch and Tarred.

Bird, F. W., & Son, Hamilton, Ont. (Adv. page 1112).
Brantford Roofing Co., Limited, Brantford, Ont.
Carritte, de B., St. John, N.B.
Eureka Mineral Wool & Asbestos Co., Toronto, Ont. (Adv. page 1093).
Forbes Roofing Co., Toronto, Ont.
Lockerby & McComb, Montreal, Que. (Adv. page 1138).
McArthur, Alex., & Co., Limited, Montreal, Que. (Adv. page 1079).
Merrick-Anderson Co., Winnipeg, Man.
Ormsby, A. B., Limited, Toronto, Ont. (Adv. page 1096).
Paterson Mfg. Co., Limited, The, Toronto, Ont.
Shaw & Mason, Limited, Sydney, N.S.

2205 ROOFING, Iron, Copper, Tin and Galvanized.

Aubry, A., & Fils, Montreal, Que.
Farquhar Bros., Halifax, N.S.
Galt Art Metal Co., Limited, The, Galt, Ont.
Matthews, A., Toronto, Ont.
Metal Shingle & Siding Co., Limited, Preston, Ont. (Adv. page 1083.)

2224 SACKS, Flour (Paper).

Eddy, The E. B. Co., Limited, Hull, Que. (Adv. page 901).
Lincoln Paper Mills Co., Limited, The, Merriton, Ont.
Wilson, The J. C., & Co., Limited, Montreal, Que.

2225 SACKS, Ore (Jute).

Smart Bag Co., Limited, The, Montreal, Que. (Adv. page 1093.)

2226 SACKS, Pack.

Ackerman, B. F., Son & Co., Peterboro, Ont.
Turner, J. J., & Sons, Peterboro, Ont.

2227 SAD IRONS.

See Irons, Sad, etc.

2228 SADDLES, Gig, Cart, Etc.

Ackerman, B. F., Son & Co., Peterboro, Ont.
Adams Bros. Harness Mfg. Co., Limited, Toronto, Ont.
Great West Saddlery Co., Limited, The, Winnipeg, Man.

2228 SADDLES, Riding Military and Cowboy.

Adams Bros. Harness Mfg. Co., Limited, Toronto, Ont.
Calgary Saddlery Co., Limited, Calgary, Alta.
Great West Saddlery Co., Limited, The, Winnipeg, Man.
Honey, E. N., Co., Limited, Montreal, Que.

Metallic Roofing Co. of Canada, Limited, Toronto, Ont. (Adv. pages 1080-1081).

Ormsby, A. B., Limited, Toronto, Ont. (Adv. page 1096).

Pedlar Metal Roofing Co., The, Oshawa, Ont.

Riddell, John E., Hamilton, Ont.
Roofers Supply Co., Limited, The, Toronto, Ont.

Shaw & Mason, Limited, Sydney, N.S.

Wheeler & Bain, Toronto, Ont.

2206 ROOFING, Ruberoid.

Standard Paint Co. of Canada, Limited, The, Montreal, Que.

2207 ROOM PAPER.

See Paper, Wall.

2208 ROPE, Cotton, Linen, Jute and Hemp.

Canadian Cordage & Mfg. Co., Limited, Peterborough, Ont.
Consumers Cordage Co., Limited, Montreal, Que.
Doon Twine & Cordage Co., Limited, The, Doon, Ont. (Adv. page 916).

Hamilton Cotton Co., Hamilton, Ont. (Adv. page 915).

Sharly & Derrett, Limited, Toronto, Ont. (Adv. page 916).

2209 ROPES, Wire.

Dominion Wire Mfg. Co., Limited, Montreal, Que.
Dominion Wire Rope Co., Limited, Montreal, Que.
Greening, The B., Wire Co., Limited, Hamilton, Ont. (Adv. page 1098).
Wilson, James, Thorold, Ont.

2210 ROPE DRIVES.

Dodge Mfg. Co., Limited, Toronto, Ont. (Adv. page 903).

2211 ROSETTES, Electric.

Munderloh & Co., Montreal, Que.
Pringle, The R. E. T., Co., Limited, Montreal, Que.

2212 RUBBER GOODS, Moulded Goods and Sundries.

Canadian Rubber Co., Limited, The, Montreal, Que. (Adv. Outside Back Cover).
Dunlop Tire & Rubber Goods Co., Limited, Toronto, Ont. (Adv. page 1145.)

Jolley, James, & Sons, Limited, Hamilton, Ont.

Kelly's Limited, Halifax, N.S.
Lamontagne, Limited, Montreal, Que.

2230 SAFES.

Ahern Safe Co., Limited, Montreal, Que.
Goldie & McCulloch Co., Limited, The, Galt, Ont. (Adv. page 885).
Schmidt & Co., Winnipeg, Man.

2231 SAILS.

Bromley & Hague, Limited, Winnipeg, Man.
Dean, Walter, Toronto, Ont.
Leckie, John, Limited, Toronto, Ont.
Merchants' Awning Co., Limited, Montreal, Que.
Peterboro Canoe Co., Limited, The, Peterboro, Ont.
Sonne, Thos., Sr., Montreal, Que.
Turner, J. J., & Sons, Peterboro, Ont.

2232 SALMON, Canned.

See Fish, (Salmon) Canned

2233 SALMON, Salted.

British Columbia Canning Co., Limited, Victoria, B.C.

2234 SALT, Dairy, Table, Fine and Coarse.

Canadian Salt Co., Limited, The, Windsor, Ont. (Adv. page 1130.)

Durham Rubber Co., Limited, Bowmanville, Ont. (Adv. page 1094.)

Gutta Percha & Rubber Mfg. Co., Limited, The, Toronto, Ont.

(Adv. Inside Back Cover).
Ontario Rubber Co., The, Toronto, Ont.

2213 RUBBERS.

Canadian Rubber Co., Limited, The, Montreal, Que. (Adv. Outside Back Cover).
Granby Rubber Co., Limited, The, Granby, Que.
Gutta Percha & Rubber Mfg. Co., Limited, The, Toronto, Ont. (Adv. Inside Back Cover).
Kaufman Rubber Co., Limited, The, Berlin, Ont.
Maple Leaf Rubber Co., Limited, The, Port Dalhousie, Ont.
Merchants Rubber Co., Limited, The, Berlin, Ont.

2214 RUBBER BOOTS AND SHOES.

See Boots and Shoes, Rubber.

2215 RUCHINGS.

See Frillings, Ruchings and Veilings.

2216 RUDDERS, Ship.

Matheson, I., & Co., Limited, New Glasgow, N.S.

2217 RUGS, Axminster, Brussels, Smyrna, Wilton, Wool.

Canadian Axminster Co., Limited, The, Hamilton, Ont.
Canadian Carpet Co., Milton, Ont.
Guelph Carpet Mills Co., Limited, The, Guelph, Ont.
Toronto Carpet Mfg. Co., Limited, Toronto, Ont.

2218 RUGS, Carriage.

Auburn Woollen Co., Limited, Peterboro, Ont.
Brook Woollen Co., Limited, The, Simcoe, Ont.
Bruce Mfg. Co., Toronto, Ont.
Glen Woollen Mills, Limited, Glen Williams, Ont.
Hewson Woollen Mills, Limited, Amherst, N.S.
Holt, Renfrew & Co., Quebec, Que.
Horn Bros. Woollen Co., Limited, Lindsay, Ont.
Montreal Woollen Mills Co., The, Montreal, Que.
Newlands & Co., Galt, Ont.

S

Empire Salt Co., Limited, Sarnia, Ont.

Ransford, John, Clinton, Ont.
Saginaw Lumber & Salt Co., Sandwich, Ont.
Western Salt Co., Limited, The, Mooretown, Ont.

2235 SALTS, Glauber, Epsom and Mineral.

Canada Chemical Mfg. Co., Limited, The, London, Ont. (Adv. page 1131).
Nichols Chemical Co. of Canada, Limited, The, Montreal, Que. (Adv. page 1129).
Nicholson & Brock, Toronto, Ont.

2236 SANDERS.

Cowan & Company of Galt, Limited, Galt, Ont.
Gies, Philip, Berlin, Ont.
Hespeler Machinery Co., Limited, Hespeler, Ont. (Adv. page 909).
Jackson, Cochrane & Co., Berlin, Ont.
MacGregor, Gourlay Co., Limited, The, Galt, Ont.

2237 SANDEES, Mould.

Doig, A. E., & Co., Toronto, Ont.

2238 SANDPAPER.

Delany & Pettit Co., Limited, The, Toronto, Ont. (Adv. page 1117.)

2239 SASH, Doors and Windows.

See Mills, Planing.

2219 RUGS, Waterproof.

Canadian Rubber Co., Limited, The, Montreal, Que. (Adv. Outside Back Cover).
Guelph Oiled Clothing Co., Limited, The, Guelph, Ont.
Tower Canadian Oiled Clothing Co., Limited, Toronto, Ont.

2220 RULERS, Paper.

Buntin, Gillies & Co., Limited, Hamilton, Ont.
Copeland-Chatterson-Crain, Limited, Toronto, Ont.
Davis & Henderson, Toronto, Ont.
Fortier, Joseph, Montreal, Que.
Guertin Printing Co., Limited, Montreal, Que.
Hart & Riddell, Toronto, Ont.
Lovell, The R. J., Co., Limited, Toronto, Ont.
Patrie Publishing Co., Limited, La, Montreal, Que.
Taylor, T. W. Co., Limited, Winnipeg, Man.
Warwick Bros. & Rutter, Limited, Toronto, Ont.

2221 RULES, Steel, Brass and Wood.

Lufkin Rule Co., Limited, The, Windsor, Ont. (Adv. page 1133).
Toronto Wood Working Co., Toronto, Ont.

2222 RUNNERS, Cutter and Sleigh.

Ackland, D., & Son, Limited, Winnipeg, Man.
Canada Wheel Works, Limited, The, Merriton, Ont. (Adv. page 1079).
Chatham Bent Goods Co., Limited, The, Chatham, Ont.
Crown Lumber Co., Limited, The, Woodstock, Ont.
Heard, John, & Co., St. Thomas, Ont.
Hore, F. W., & Son, Limited, Hamilton, Ont.
Loughead Bros., Limited, Sarnia, Ont.
McVean, O. & W., Dresden, Ont.
Scott, R., & Son, Limited, Galt, Ont.
Windsor Turned Goods Co., Limited, Windsor, Ont.

2223 RUNNERS, Sleigh (Fire Department.)

Seagrave, W. E., Walkerville, Ont.

2240 SASH AND FRAMES, Hollow Sheet Metal.

Metal Shingle & Siding Co., Limited, Preston, Ont. (Adv. page 1083).
Metallic Roofing Co., Limited, The, Toronto, Ont. (Adv. pages 1080-1081).
Ormsby, A. B., Limited, Toronto, Ont. (Adv. page 1096).
Pedlar Metal Roofing Co., The, Oshawa, Ont.

2241 SASH LIFTS.

Belleville Hardware Co., Limited, The, Belleville, Ont.
Gurney, Tilden Co., Limited, The, Hamilton, Ont. (Adv. page 912).
Peterborough Lock Mfg. Co., Limited, The, Peterborough, Ont.
Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)

2242 SACHELS.

See Bags, Travelling.

2243 SAUCES AND CATSUPS.

Blackwood's Limited, The, Winnipeg, Man.
Burlington Canning Co., Limited, The, Burlington, Ont.
Canadian Cannery, Limited, Hamilton, Ont. (Adv. page 1111).
Capstan Mfg. Co., Toronto, Ont.
Davies, The Wm., Co., Limited, Toronto, Ont.
Drewry, Edward L., Winnipeg, Man. (Adv. page 1130.)

Dyson Co., The, Winnipeg, Man.
Empress Mfg. Co., Limited, Vancouver, B.C.
Essex Canning and Preserving Co., Limited, Essex, Ont.
Gorman, Eckert & Co., Limited, London, Ont.
Lytle, The T. A., Co., Limited, Toronto, Ont.
Oshawa Canning Co., Limited, The, Oshawa, Ont.
Ozo Co., Limited, The, Montreal, Que.
Quebec Preserving Co., Quebec, Que.
Taylor & Pringle Co., Limited, Owen Sound, Ont.
White Star Mfg. Co., The, Winnipeg, Man.

2244 SAUSAGE CASINGS.

See Casings, Pork, Sausage and Bologna.

2245 SAUSAGES.

See Pork and Pork Products.

2246 SAW GUMMER.

See Gummer, Saw.

2247 SAW MILLS, Portable.

Bell, The Robt., Engine & Thresher Co., Limited, Seaforth, Ont.
McKeough & Trotter, Limited, Chatham, Ont.
Oxford Foundry & Machine Co., Oxford, N.S.
Sawyer & Massey Co., Limited, Hamilton, Ont.
Waterous Engine Works Co., Limited, Brantford, Ont. (Adv. page 889.)
White, The George, & Sons Co., Limited, London, Ont.
Williams, The Madison, Mfg. Co., Limited, Lindsay, Ont.

2248 SAW ARBORES.

See Arbors, Saw.

2249 SAW SETS.

Canada Axe & Harvest Tool Mfg. Co., Limited, St. Paul, Que.
Taylor-Forbes Co., Limited, Guelph, Ont.

2250 SAWS, Band.

Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902.)
Atkins, E. C., & Co., Hamilton, Ont.
Ballantine, John, & Co., Limited, Preston, Ont.
Berlin Machine Works, Limited, Hamilton, Ont. (Adv. page 906.)
Bertrand, La Compagnie Manufacturiere F. X., St. Hyacinthe, Que.
Burns, The E. R., Saw Co., Limited, Toronto, Ont.
Burton, The A. J., Saw Co., Limited, Vancouver, B.C.
Cowan & Co. of Galt, Limited, Galt, Ont.
Disston, Henry, & Sons, Limited, Toronto, Ont.
Hespeler Machinery Co., Limited, Hespeler, Ont. (Adv. page 909.)
Jackson, Cochrane & Co., Berlin, Ont.
MacGregor, Gourlay Co., Limited, The, Galt, Ont.
St. Lawrence Saw & Steel Works Co., Limited, Sorel, Que.
Shurly & Dietrich, Galt, Ont.
Simonds Canada Saw Co., Limited, St. Henri, Montreal, Que.
Smith, R. H., Co., Limited, St. Catharines, Ont.
Turner, John, & Son, Toronto, Ont.

2251 SAWS, Gang and Drag.

Atkins, E. C., & Co., Hamilton, Ont.
Burns, The E. R., Saw Co., Limited, Toronto, Ont.
Burton, The A. J., Saw Co., Limited, Vancouver, B.C.
Disston, Henry, & Sons, Limited, Toronto, Ont.
St. Lawrence Saw & Steel Works Co., Limited, Sorel, Que.
Simonds Canada Saw Co., Limited, St. Henri, Montreal, Que.

2252 SAWS, Hand.

Atkins, E. C., & Co., Hamilton, Ont.
Canada Axe & Harvest Tool Mfg. Co., Limited, St. Paul, Que.
St. Lawrence Saw & Steel Works Co., Limited, Sorel, Que.
Simonds Canada Saw Co., Limited, St. Henri, Montreal, Que.
Smith, R. H., Co., Limited, St. Catharines, Ont.
Welland Vale Mfg. Co., Limited, St. Catharines, Ont. (Adv. page 1099.)

2253 SAWS, Metal.

Holden Co., Limited, The, Montreal, Que.
Turner, John, & Son, Toronto, Ont.

2254 SAWS, Mill Circular.

Atkins, E. C., & Co., Hamilton, Ont.
Bessette, La Cie J. & S., Ltee, Irberville, Que.
Burns, The E. R., Saw Co., Limited, Toronto, Ont.
Burton, The A. J., Saw Co., Limited, Vancouver, B.C.
Disston, Henry, & Sons, Limited, Toronto, Ont.
St. Lawrence Saw & Steel Works Co., Limited, Sorel, Que.
Shurly & Dietrich, Galt, Ont.
Simonds Canada Saw Co., Limited, St. Henri, Montreal, Que.
Smith, R. H., Co., Limited, St. Catharines, Ont.

2256 SAWS, Rip and Cross-Cut.

Atkins, E. C., & Co., Hamilton, Ont.
Ballantine, John, & Co., Limited, Preston, Ont.
Berlin Machine Works, Limited, Hamilton, Ont. (Adv. page 906.)
Burns, The E. R., Saw Co., Limited, Toronto, Ont.
Disston, Henry, & Sons, Limited, Toronto, Ont.
Hespeler Machinery Co., Limited, Hespeler, Ont. (Adv. page 909.)
Shurly & Dietrich, Galt, Ont.
Simonds Canada Saw Co., Limited, St. Henri, Montreal, Que.
Smith, R. H., Co., Limited, St. Catharines, Ont.
St. Lawrence Saw & Steel Works Co., Limited, Sorel, Que.
Welland Vale Mfg. Co., Limited, The, St. Catharines, Ont. (Adv. page 1099.)

2257 SAWS, Wood.

Gilson Mfg. Co., Limited, Guelph, Ont. (Adv. page 1120.)
Holden Co., The, Limited, Montreal, Que.
Simonds Canada Saw Co., Limited, St. Henri, Montreal, Que.
Watson, John, Mfg. Co., Limited, Ayr, Ont.
Welland Vale Mfg. Co., Limited, The, St. Catharines, Ont. (Adv. page 1099.)

2258 SCALES.

Burrow, Stewart & Milne Co., Limited, The, Hamilton, Ont. (Adv. page 1139.)
Campbell, The Manson, Co., Limited, Chatham, Ont. (Adv. page 1128.)
Canada Foundry Co., Limited, Toronto, Ont.
Cleal, Joseph P., Toronto, Ont.
Computing Scale Co. of Canada, Limited, The, Toronto, Ont.
Fairbanks, E. & T., & Co., Limited, Sherbrooke, Que.
Gurney Scale Co., The, Hamilton, Ont.
National Mfg. Co., Limited, The, Pembroke, Ont.
New Warren Scale Co., Montreal, Que.
Pritchard-Andrews Co., of Ottawa, Limited, Ottawa, Ont.
Tilden, Gurney & Co., Limited, Winnipeg, Man.

2259 SCALES, Farm.

Burrow, Stewart & Milne Co., Limited, The, Hamilton, Ont. (Adv. page 1139.)

Campbell, The Manson, Co., Limited, Chatham, Ont. (Adv. page 1128.)
Gurney Scale Co., The, Hamilton, Ont.

2260 SCOOPS, Grain.

Eclipse Mfg. Co., Limited, The, Ottawa, Ont.

2261 SCOOPS, Steel.

Canadian Shovel & Tool Co. Limited, The, Hamilton, Ont.
Jones, D. F., Mfg. Co., Limited, Gananoque, Ont.
Peterboro Shovel & Tool Co., Limited, The, Peterboro, Ont.

2262 SCRAPERS, Grading and Excavating.

Bechtels, Limited, Waterloo, Ont.
Belanger, A., Montmagny, Que.
Bell, B., & Son Co., Limited, St. George, Ont.
Meaford Wheelbarrow Co., Limited, The, Meaford, Ont.
Mussens, Limited, Montreal, Que.
Sawyer & Massey Co., Limited, Hamilton, Ont.
Toronto Pressed Steel Co., Limited, The, Toronto, Ont.
Wilkinson Plow Co., Limited, The, Toronto, Ont.

2263 SCREEN PLATES.

Union Screen Plate Co. of Canada, Limited, Lennoxville, Que.

2264 SCREENS, Art.

Otterville Mfg. Co., Limited, Otterville, Ont.

2265 SCREENS, Cutter.

Skinner Co., Limited, The, Gananoque, Ont.

2266 SCREENS, Mining.

Brown Machine Co., The, New Glasgow, N.S.
Canada Wire Goods Co., Hamilton, Ont.
Greening, The B., Wire Co., Limited, Hamilton, Ont. (Adv. page 1096.)
Jeffrey Mfg. Co., The, Montreal, Que. (Adv. page 1100.)
Jenckes Machine Co., Limited, The, Sherbrooke, Que.
Matheson, I. & Co., Limited, New Glasgow, N.S.
Meadows, The Geo. B., Toronto Wire, Iron & Brass Works Co., Limited, Toronto, Ont. (Adv. page 1089.)

2267 SCREENS, Pulp and Stamp.

Canada Wire Goods Co., Hamilton, Ont. (Adv. page 1086.)
Greening, The B., Wire Co., Limited, Hamilton, Ont. (Adv. page 1096.)
Jenckes Machine Co., Limited, The, Sherbrooke, Que.
Waterous Engine Works Co., Limited, The, Brantford, Ont. (Adv. page 889.)

2268 SCREENS, Revolving.

Canada Wire Goods Co., Hamilton, Ont. (Adv. page 1086.)
Greening, The B., Wire Co., Limited, Hamilton, Ont. (Adv. page 1096.)
Jeffrey Mfg. Co., The, Montreal, Que. (Adv. page 1100.)
Jenckes Machine Co., Limited, The, Sherbrooke, Que.

2269 SCREENS, Window and Door.

Cushing Bros. Co., Limited, Calgary, Alta.
Gignac, J. H., Limited, Quebec, Que.
Ham & Nott Co., Limited, Brantford, Ont.
Harrison, John, & Sons Co., Limited, Owen Sound, Ont.
Long, The Geo., Co., Limited, Sherbrooke, Que.
Paquet & Godbout, St. Hyacinthe, Que.
Rathbun Co., The, Deseronto, Ont.
Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091.)

Sanderson-Harold Co., Limited, Paris, Ont.
Thomas Bros., Limited, St. Thomas, Ont.

2270 SCREENS, Wire.

Canada Wire Goods Co., Hamilton, Ont. (Adv. page 1086.)
Dennis Wire & Iron Works Co., Limited, London, Ont. (Adv. page 1120.)
Greening, The B., Wire Co., Limited, Hamilton, Ont. (Adv. page 1080.)
Johnson, C. H., & Sons, Limited, Montreal, Que.
Meadows, The Geo. B., Toronto Wire, Iron & Brass Works Co., Limited, Toronto, Ont. (Adv. page 1089.)

2271 SCREW DRIVERS.

Barnet Mfg. Co., Limited, Renfrew, Ont.
Canadian Billings & Spencer, Limited, Welland, Ont. (Adv. page 1107.)
Cowan & Britton, Gananoque, Ont.
Gilmour Bros. & Co., Montreal, Que.
Whitman & Barnes Mfg. Co., The, St. Catharines, Ont.

2272 SCREW EYES.

Canada Screw Co., Limited, Hamilton, Ont. (Adv. page 1123.)

2273 SCREWS, Bedstead, Furniture and Planer Knife.

Morrow, The John, Screw, Limited, Ingersoll, Ont. (Adv. page 1122.)

2274 SCREWS, Bicycle, Chilled Steel, Collar, Milled Brass, Milled Machine, Set, Sewing Machine, Shoulder and Type-writer.

Morrow, The John, Screw, Limited, Ingersoll, Ont. (Adv. page 1122.)

2275 SCREWS, Case Hardened.

Morrow, The John, Screw, Limited, Ingersoll, Ont. (Adv. page 1122.)

2276 SCREWS, Combined, Nut and Wood.

Morrow, The John, Screw, Limited, Ingersoll, Ont. (Adv. page 1122.)

2277 SCREWS, Deck.

Morrow, The John, Screw, Limited, Ingersoll, Ont. (Adv. page 1122.)

2278 SCREWS, (Iron) Bench, Clamp, Cheese Press, Cider Press, Office Stool, Organ Stool, Piano Stool, Revolving Chair.

Morrow, The John, Screw, Limited, Ingersoll, Ont. (Adv. page 1122.)

Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)

2279 SCREWS, Jack.

Bell, B., & Son Co., Limited, St. George, Ont.
Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)

2280 SCREWS, Knurled.

Morrow, The John, Screw, Limited, Ingersoll, Ont. (Adv. page 1122.)

2281 SCREWS, Lag and Coach.

London Rolling Mill Co., Limited, London, Ont.
Starr Mfg. Co., Limited, Dartmouth, N.S.
Toronto Bolt & Forging Co., Limited, Toronto, Ont. (Adv. page 1143.)

2282 SCREWS, Machine Cap and Special.

Brantford Screw Co., Limited, Brantford, Ont. (Adv. page 1123.)

Canada Screw Co., Limited, Hamilton, Ont. (Adv. page 1123.)
Canada Foundry Co., Limited, Toronto, Ont.

Morrow, The John, Screw, Limited, Ingersoll, Ont. (Adv. page 1122.)

Starr Mfg. Co., Limited, Dartmouth, N.S.

2283 SCREWS, (Plated and Polished) Blued, Bronze, Dowel, Knob, Saw, Shear and Skate.

Dominion Wire Mfg. Co., Limited, Montreal, Que.

Morrow, The John, Screw, Limited, Ingersoll, Ont. (Adv. page 1122.)

2284 SCREWS, Set and Milled.
Canada Foundry Co., Limited, Toronto, Ont.

Morrow, The John, Screw, Limited, Ingersoll, Ont. (Adv. page 1122.)

Starr Mfg. Co., Limited, Dartmouth, N.S.

2285 SCREWS, Thumb.

Brantford Screw Co., Limited, Brantford, Ont. (Adv. page 1123.)

Canada Foundry Co., Limited, Toronto, Ont.

Canadian Billings & Spencer, Limited, Welland, Ont. (Adv. page 1107.)

Morrow, The John, Screw, Limited, Ingersoll, Ont. (Adv. page 1122.)

2286 SCREWS, Wood (Brass, Iron and Steel).

Brantford Screw Co., Limited, Brantford, Ont. (Adv. page 1123.)

Canada Screw Co., Limited, Hamilton, Ont. (Adv. page 1123.)

Dominion Wire Mfg. Co., Limited, Montreal, Que.

Maritime Nail Co., Limited, St. John, N.B.

2287 SCUFFLERS.

Bell, B. & Son Co., Limited, St. George, Ont.

Cossitt Co., Limited, The, Brockville, Ont.

Frost & Wood Co., Limited, The, Smith's Falls, Ont.

Hamilton, The Peter, Co., Limited, Peterboro, Ont.

Maxwell, David, & Sons, St. Mary's, Ont.

Paris Plow Co., Limited, The, Paris, Ont.

Shantz, P. E., Preston, Ont.

Verity Plow Co., Limited, Brantford, Ont. (Adv. page 892.)

Wilkinson Plow Co., Toronto, Ont.

2288 SCYTHES.

Bedford Mfg. Co., The, Bedford, Que.

Canada Axe & Harvest Tool Mfg. Co., Limited, St. Paul, Que.

Welland Vale Mfg. Co., Limited, The, St. Catharines, Ont. (Adv. page 1099.)

2289 SEALS, Corporation, Notarial, Society and Wax.

Hamilton Stamp & Stencil Works, Limited, Hamilton, Ont.

Montreal Stencil Works, Montreal, Que. (Adv. page 934.)

Superior Mfg. Co., Limited, Toronto, Ont.

Toronto Stamp & Stencil Works, Toronto, Ont.

Walker & Campbell, Montreal, Que.

2290 SEATING, Church, School and Assembly Hall.

Blonde Lumber & Mfg. Co., Limited, The, Chatham, Ont.

Canadian Office & School Furniture Co., Limited, Preston, Ont. (Adv. page 1118.)

Globe Furniture Co., Limited, The, Walkerville, Ont. (Adv. page 1117.)

Krug Bros. & Co., Chesley, Ont.

Paquet & Godbout, St. Hyacinthe, Que.

Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091.)

Valley City Seating Co., Limited, The, Dundas, Ont.

Vilas, W. F., Cowansville, Que.

2291 SEATS, Car.

Crossen Car Mfg. Co. of Cobourg, Limited, The, Cobourg, Ont.

2292 SEATS, Carriage.

Conboy Carriage Co., Limited, The, Toronto, Ont.

Guelph Carriage Top Co., Guelph, Ont.

2293 SEATS, Closet.

Briggs, John, & Son, Brockville, Ont.

Gignac, J. H., Limited, Quebec, Que.

Goderich Organ Co., Limited, The, Goderich, Ont. (Adv. page 1135.)

Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)

Windsor Furniture Co., Limited, Windsor, N.S.

2294 SEATS, Hotel and Railway Waiting Room.

Mundell, John C., & Co., Elora, Ont.

Valley City Seating Co., Dundas, Ont.

2295 SEATS, Lawn.

Shantz, P. E., Preston, Ont.

Vilas, W. F., Cowansville, Que.

Watson, John, Mfg. Co., Limited, Ayr, Ont.

2296 SEATS AND MIRRORS, Hall.

See Racks, Hall.

2297 SEATS, Wagon, Suspension

Wawanesa Wagon Seat Co., The, Wawanesa, Man.

2298 SECRETARIES.

Beach Furniture Co., Cornwall, Ont.

Berlin Furniture Co., Limited, The, Berlin, Ont.

Canada Furniture Mfrs., Limited, Woodstock, Ont.

Hibner, The D., Furniture Co., Limited, Berlin, Ont.

Krug Bros. & Co., Chesley, Ont.

Krug, The H., Furniture Co., Limited, Berlin, Ont.

Meaford Mfg. Co., Limited, The, Meaford, Ont.

2299 SEED, Bird.

Cottam Bird Seed, London, Ont.

Nicholson & Brock, Toronto, Ont.

2300 SEEDERS.

Belanger, A., Montmagny, Que.

Dore, J. B., & Fils, Laprairie, Que.

Frost & Wood Co., Limited, The, Smith's Falls, Ont.

Hamilton, The Peter, Co., Limited, Peterboro, Ont.

International Harvester Co., Limited, Hamilton, Ont. (Adv. page 895.)

Massey-Harris Co., Limited, Toronto, Ont. (Adv. page 893.)

Maxwell, David, & Sons, St. Mary's, Ont.

Noxon Co., Limited, The, Ingersoll, Ont.

Sylvester Mfg. Co., Limited, The, Lindsay, Ont.

Verity Plow Co., Limited, Brantford, Ont. (Adv. page 892.)

2301 SEMAPHORES.

McAvity, T., & Sons, Limited, St. John, N.B.

Montreal Steel Works, Limited, Montreal, Que. (Adv. page 884.)

2302 SEPARATORS, Cream.

Cossitt Co., Limited, The, Brockville, Ont.

DeLaval Mfg. Co., The, Montreal, Que.

Massey-Harris Co., Limited, Toronto, Ont. (Adv. page 893.)

National Mfg. Co., Limited, The, Pembroke, Ont.

Petrie Mfg. Co., Limited, The, Hamilton, Ont.

Raymond Mfg. Co. of Guelph, Limited, The, Guelph, Ont.

2303 SEPARATORS, Dust and Shaving.

Sheldons, Limited, Galt, Ont. (Adv. page 1101.)

2304 SEPARATORS, Grain.

See Machines, Threshing.

2305 SEPARATORS, Oil and Steam.

Babcock & Wilcox, Limited, Montreal, Que. (Adv. page 890.)

Canada Foundry Co., Limited, Toronto, Ont.

Darling Bros., Limited, Montreal, Que.

Matheson, I., & Co., Limited, New Glasgow, N.S.

Robb Engineering Co., Limited, Amherst, N.S. (Adv. page 886.)

Sheldons, Limited, Galt, Ont. (Adv. page 1101.)

Waterson Engine Works Co., Limited, The, Brantford, Ont. (Adv. page 889.)

2306 SERGES.

See Cloth, Serge.

2307 SETTEES.

Barnet Mfg. Co., Limited, Renfrew, Ont.

Coombe & Watson, Kincardine, Ont.

Dennis Wire & Iron Works Co., Limited, The, London, Ont. (Adv. page 1120.)

Krug Bros. & Co., Chesley, Ont.

Krug, The H., Furniture Co., Limited, Berlin, Ont.

Mundell, John C., & Co., Elora, Ont.

Shantz, P. E., Preston, Ont.

Stratford Chair Co., Limited, The, Stratford, Ont.

Valley City Seating Co., Limited, The, Dundas, Ont.

Westminster Iron Works, New Westminster, B.C.

2308 SETTERS, Tire.

Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)

2309 SEWING MACHINES.

See Machines, Sewing.

2310 SHADES, Lamp (Glass).

Hobbs Mfg. Co., Limited, The, London, Ont.

McGuire, W. J., Limited, Toronto, Ont.

2311 SHADES, Window.

See Blinds, Window.

2312 SHAFING.

Barber, Chas., & Sons, Meaford, Ont.

Bell, The Robt., Engine & Thresher Co., Limited, Seaforth, Ont.

Canada Forge Co., Limited, Welland, Ont. (Adv. page 1129.)

Corbet Foundry and Machine Co., Owen Sound, Ont.

Dodge Mfg. Co. of Toronto, Limited, Toronto, Ont. (Adv. page 903.)

Fleck, Alexander, Limited, Ottawa, Ont.

Gardner, Robert, & Son, Limited, Montreal, Que. (Adv. page 896.)

Goldie & McCulloch Co., Limited, The, Galt, Ont. (Adv. page 885.)

Hamilton, Wm., Co., Limited, Peterborough, Ont.

Hespeler Machinery Co., Limited, Hespeler, Ont. (Adv. page 909.)

Inglis, The John, Co., Limited, Toronto, Ont. (Adv. page 890.)

Jenckes Machine Co., Limited, The, Sherbrooke, Que.

Long, The E. Mfg. Co., Limited, Orillia, Ont.

McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)

Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)

Mowry & Sons, Gravenhurst, Ont.

Nova Scotia Steel & Coal Co., Limited, New Glasgow, N.S. (Adv. page 1125.)

Owen Sound Iron Works Co., Limited, The, Owen Sound, Ont.

Oxford Foundry & Machine Co., Oxford, N.S.

Payette, P., & Co., Penetanguishene, Ont.

Plessisville, La Fonderie de, Plessisville, Que.

Robb Engineering Co., Limited, Amherst, N.S. (Adv. page 886.)

Ross & Howard Iron Works Co., Limited, Vancouver, B.C.

Smart-Turner Machine Co., Limited, The, Hamilton, Ont. (Adv. page 1134.)

Stratford Mill Building Co., Limited, The, Stratford, Ont.

Stuart Machinery Co., Limited, The, Winnipeg, Man.

Turner, John, & Son, Toronto, Ont.

Unic Drawn Steel Co., Limited, Hamilton, Ont. (Adv. page 1127.)

2313 SHAFING, Cold Drawn and Rolled.

Canadian Drawn Steel Co., Limited, The, Hamilton, Ont. (Adv. page 1127.)

2314 SHAFTS, Carriage and Wagon.

Ackland, D., & Son, Limited, Winnipeg, Man.

Canada Wheel Works, Limited, The, Merriton, Ont. (Adv. page 1079.)

Chatham Bent Goods Co., Limited, The, Chatham, Ont.

Finlay, J., & Sons, Norwood, Ont.

Heard, John, & Co., St. Thomas, Ont.

Hore, F. W., & Son, Limited, Hamilton, Ont.

Loughead Bros., Limited, Sarnia, Ont.

Scott, R., & Son, Limited, Galt, Ont.

Windsor Turned Goods Co., Limited, The, Windsor, Ont.

2315 SHAFTS, Grinder, Crusher, Stamp Mill, Etc.

Canada Forge Co., Limited, Welland, Ont. (Adv. page 1129.)

2316 SHAPERS, Iron Working.

Bertram, The John, & Sons Co., Limited, Dundas, Ont. (Adv. page 899.)

McDougall, The R., Co., Limited, Galt, Ont. (Adv. page 896.)

MacGregor, Gourlay Co., Limited, The, Galt, Ont.

2317 SHAPERS, Woodworking.

See Machinery, Woodworking.

2318 SHARPENERS, Saw.

Hamilton, Wm., Co., Limited, Peterborough, Ont.

Mowry & Sons, Gravenhurst, Ont.

Prescott Emery Wheel Co., Limited, Prescott, Ont.

2319 SHAVINGS, Baled.

Rutherford, The Wm., & Sons Co., Montreal, Que. (Adv. page 1116.)

2320 SHEARS AND SHEAR BLADES.

Banfield, W. H., & Sons, Toronto, Ont. (Adv. page 1133.)

Canadian Buffalo Forge Co., Limited, Montreal, Que.

Hay, The Peter, Knife Co., Limited, Galt, Ont.

Jardine, A. B., & Co., Hespeler, Ont.

2321 SHEATHING, Building.

Andre Cushing & Co., St. John, N.B.

Carritte, de B., St. John, N.B.

Christie Woodworking Co., Limited, The, St. John, N.B.

Eddy, The E. B., Co., Limited, Hull, Que.

Lockerby & McComb, Montreal, Que. (Adv. page 1138.)

McArthur, Alex., & Co., Limited,
Montreal, Que. (Adv. page
1079.)

Metis Lumber Co., The, Price,
Que.
Montreal Paper Co., St. Basile,
Que.
Paterson Mfg. Co., Limited, The,
Toronto, Ont.
St. Croix Paper Co., Limited,
Halifax, N.S.
Spencer Bros. & Turner, Limited,
Truro, N.S.
Victor Wood Works, Limited, Am-
herst, N.S.

2322 SHEAVES, Iron.

Jenckes Machine Co., Limited,
The, Sherbrooke, Que.
Matheson, I., & Co., Limited, New
Glasgow, N.S.
Miller Bros. & Toms, Montreal,
Que. (Adv. page 1134.)

2323 SHEEPSKIN.

See Leather, Sheepskin.

2324 SHEET METAL BUILD- ING MATERIAL.

See Building Material, Sheet
Metal.

2325 SHEETINGS, Flannel and Woollen.

Brown & Wigle Co. of Kingsville,
Limited, Kingsville, Ont.
Dontigny, Philip, Arnprior, Ont.

2326 SHEETING, Rubber.

Canadian Rubber Co., Limited,
The, Montreal, Que. (Adv. Out-
side Back Cover.)
Gutta Percha & Rubber Mfg. Co.,
Limited, The, Toronto, Ont.
(Adv. Inside Back Cover.)

2327 SHEETING, Wood.

See Mills, Planing.

2328 SHELLAC.

Berry Bros., Limited, Walker-
ville, Ont.
Canada Paint Co., Limited, The,
Montreal, Que. (Adv. page
1103.)
Domestic Specialty Co., Limited,
Hamilton, Ont.
Dougall Varnish Co., Limited, The,
Montreal, Que. (Adv. Inside
Back Cover.)
Imperial Varnish & Color Co.,
Limited, The, Toronto, Ont.
(Adv. page 1102.)
Langmuir, James, & Co., Limited,
Toronto, Ont.
Martin Senour Co., Limited, The,
Montreal, Que.
Moore, Benjamin, & Co., Limited,
West Toronto, Ont.
Muirhead, A., Co., Limited, Toron-
to, Ont.
Ottawa Paint Works, The, Ottawa,
Ont.
Pendray, W. J., Victoria, B.C.
Ramsay, A., & Son Co., Mont-
real, Que.
Scarfe & Co., Brantford, Ont. (Adv.
page 1103.)
Sherwin-Williams Co., The, Mont-
real, Que.
Standard Paint & Varnish Co.,
Limited, Windsor, Ont.

2329 SHELLERS, Corn.

Cossitt Co., Limited, The, Brock-
ville, Ont.
Maxwell, David, & Sons, St.
Mary's, Ont.
Otterville Mfg. Co., Limited,
Otterville, Ont.
Sylvester Mfg. Co., Limited, The,
Lindsay, Ont.
Watson, John, Mfg. Co., Limited,
Ayr, Ont.

2330 SHELVING.

See Mills, Planing.

2331 SHELVING, Metallic and Roller.

Eclipse Mfg. Co., Limited, The,
Ottawa, Ont.
Office Specialty Mfg. Co., Limit-
ed, The, Toronto, Ont.

2332 SHIELDS, Dress.

Crompton Corset Co., Limited,
Toronto, Ont.

2333 SHINGLES.

Andre Cushing & Co., St. John,
N.B.
Anglo-American Lumber Co., Lim-
ited, Vancouver, B.C.
Booth, J. R., Ottawa, Ont.
Booth & Shannon, Biscotasing,
Ont.
B. C. Mills, Timber & Trading
Co., Vancouver, B.C.
Brunette Saw Mill Co., Limited,
Sapperton, B.C.
Burrill Lumber Co., The, Shaw-
inigan Falls, Que.
Canada Shingle Co., Limited,
Hastings, B.C.
Carew, John, Lindsay, Ont.
Chew, Joseph, Lumber and Shingle
Mfg Co., Vancouver, B.C.
Clemens, The H. A., Co., Limited,
Guelph, Ont.
Columbia River Lumber Co., Lim-
ited, Golden, B.C.
Crockett, T., Riviere du Loup,
Que.
Davidson, James, Ottawa, Ont.
Dominion Paper Co., Montreal,
Que.
Elliott, James S., & Son, Prescott,
Ont.
Emerson Lumber Co., Limited, Van-
couver, B.C.
Empire Lumber Co., Limited, Tor-
onto, Ont. (Adv. page 1116.)
Fraser River Lumber Co., Limited,
Fraser Mills, B.C. (Adv. page
1115.)
Gillies Bros., Limited, Braeside,
Ont. (Adv. page 1116.)
Grier, G. A., & Son, Montreal,
Que.
Harrison, John, & Sons Co., Lim-
ited, Owen Sound, Ont.
Hastings Shingle Mfg. Co., Lim-
ited, Vancouver, B.C.
Heaps, E. H., & Co., Vancouver,
B.C.
Imperial Shingle Co., Limited, Van-
couver, B.C.
Keenan Bros., Limited, Owen
Sound, Ont.
Kootenay Shingle Co., Limited,
Salmo, B.C.
Laidlaw, R., Lumber Co., Limited,
Toronto, Ont. (Adv. page
1114.)
Lambert, A. G., & Co., Nelson,
B.C.
MacLaren, The James, Co., Limit-
ed, Buckingham, Que.
Metis Lumber Co., The, Price,
Que.
Mineral Range Iron Mining Co.,
Limited, The, Bessemer, Ont.
Murray & Gregory, Limited, St.
John, N.B.
Pacific Coast Lumber Mills, Lim-
ited, Vancouver, B.C.
Paquet & Godbout, St. Hyacinthe,
Que.
Parry Sound Lumber Co., Limit-
ed, The, Toronto, Ont. (Adv.
page 1114.)
Patterson-Tilley Co., The, Ham-
ilton, Ont.
Pearce Co., Limited, The, Mar-
mor, Ont.
Pigeon River Lumber Co., Port
Arthur, Ont.
Playfair & White, Midland, Ont.
Price Bros. & Co., Limited, Que-
bec, Que.
Quance Bros., Delhi, Ont.
Rathbun Co., The, Deseronto,
Ont.
Rhodes, Curry & Co., Limited,
Amherst, N.S. (Adv. page 1091.)
Robertson & Hackett, Vancouver,
B.C.
Sayward, J. A., Victoria, B.C.
Sheppard, James, & Son, Sorel,
Que.
Shives Lumber Co., Limited,
Campbellton, N.B.
Smith, John B., & Sons, Limited,
Toronto, Ont.
Sprague Lumber Co., Limited,
The, Winnipeg, Man.
Terminal Lumber & Shingle Co.,
Limited, The, Vancouver, B.C.
Victoria Harbor Lumber Co.,
Limited, Toronto, Ont.
Victoria Lumber & Mfg. Co.,
Limited, Chemsainus, B.C.
Woods & Spicer, Limited, Van-
couver, B.C.

2334 SHINGLES, Metal and Steel.

Aubry, A., & Fils, Montreal, Que.
Galt Art Metal Co., Limited, The,
Galt, Ont.
Kemp Mfg. & Metal Co., Limited,
The, Winnipeg, Man.
Metal Shingle & Siding Co., Lim-
ited, Preston, Ont. (Adv. page
1083.)
Metallic Roofing Co. of Canada,
Limited, The, Toronto, Ont.
(Adv. pages 1080-1081.)
Ormsby, A. B., Limited, Toronto,
Ont. (Adv. page 1096.)
Pedlar Metal Roofing Co., The,
Oshawa, Ont.
Winnipeg Ceiling & Roofing Co.,
Winnipeg, Man.

2335 SHIPS, Passenger and Freight.

See Boats, Steamers and Yachts.

2336 SHIRTS, Balbriggan.

Penmans Limited, Paris, Ont.
(Adv. page 918.)

2337 SHIRTS, Cotton (Men's).

Alliance Mfg. Co., Limited, Mont-
real, Que.
Braime, T. E., & Co., Limited,
Toronto, Ont.
Canadian Convertors Co., Limited,
Montreal, Que.
Clarke, A. R., & Co., Limited, To-
ronto, Ont.
Crescent Mfg. Co., Limited, Mont-
real, Que.
Deacon Shirt Co., The, Belleville,
Ont.
Eaton, The T., Co., Limited, Toron-
to, Ont.
Goodhue, J. B., Rock Island, Que.
Henderson Mfg. Co., The, Winni-
peg, Man.
Hudson Bay Knitting Co., Limited,
Montreal, Que.
Montreal Suspender & Umbrella
Mfg. Co., Montreal, Que.
Peck, John W., & Co., Limited,
Montreal, Que.
Regal Shirt Co., Limited, Hamilton,
Ont.
Rideau Mfg. Co., The, Ottawa,
Ont.
Sparks Bros., Ottawa, Ont.
Turner, Beeton & Co., Limited,
Victoria, B.C.
Van Allen Co., Limited, Hamilton,
Ont.
Wilkins, Robert C., Montreal,
Que.
Williams, Greene & Rome Co. of
Berlin, Limited, The, Berlin,
Ont.

2338 SHIRTS, Top (Woollen).

Braime, T. E., & Co., Limited,
Toronto, Ont.
Caldwell Pure Wool Clothing Co.,
Ottawa, Ont.
Canadian Convertors Co., Limited,
Montreal, Que.
Carss Mackinaw Clothing Co.,
Orillia, Ont. (Adv. page 914.)
Deacon Shirt Co., The, Belleville,
Ont.
Hudson Bay Knitting Co., The,
Montreal, Que.
Pauline & Co., Victoria, B.C.
Penmans Limited, Paris, Ont.
(Adv. page 918.)
Schofield Woollen Co., Limited,
The, Oshawa, Ont.
Simpson, Joseph, Sons, Toronto,
Ont.
Woods Limited, Ottawa, Ont.

2339 SHIRTS, Under.

See Underwear.

2340 SHIRTWAIST SUITS.

See Blouses and Shirtwaists.

2341 SHODDIES, Wool.

Montreal Blanket Co., The, Mont-
real, Que.
Smith Mfg. Co., Limited, The,
Toronto, Ont.

2342 SHOE FACTORY SUP- PLIES.

United Shoe Machinery Co. of
Canada, Montreal, Que.

2343 SHOE FINDINGS.

See Heels and Heel Stock; Stiff-
eners, etc.

2344 SHOE LININGS.

See Linings, Shoe.

2345 SHOT PACKS.

Beal Bros., Toronto, Ont.
Palmer, John, Co., Limited,
Fredericton, N.B.
Peters Sons, O. H., St. John,
N.B.

2346 SHOE-TREES.

Canada Last Co., Limited, Tor-
onto, Ont.

2347 SHOES, Car Brake.

Holden Co., Limited, The, Mont-
real, Que.
Matheson, I., & Co., Limited, New
Glasgow, N.S.
Reid & Brown, Toronto, Ont.
Rhodes, Curry & Co., Limited,
Amherst, N.S. (Adv. page 1091.)

2348 SHOES, Infants' Soft Sole

Hurlbut Co., Limited, The, Pres-
ton, Ont.
Jacobi, Philip, Toronto, Ont.
Packard, L. H., & Co., Limited,
Montreal, Que.

2349 SHOES, Leather.

See Boots and Shoes, Leather.

2350 SHOES, Rubber.

See Boots and Shoes, Rubber.

2351 SHOES, Snow.

Holland, The G. A., & Sons Co.,
Montreal, Que.
Holt, Renfrew & Co., Quebec,
Que.
Laliberte, J. B., Quebec, Que.
Ross, Henry, Indian Lorette,
Que.
Ryan, The Robert Co., Registered,
Three Rivers, Que.
Woods Limited, Ottawa, Ont.

2352 SHOOKS, Box, Barrel and Cask.

See Cases, Wooden, Packing and
Shook.

2353 SHORTS.

See Feeds.

2354 SHOT.

Montreal Rolling Mills Co., Mont-
real, Que. (Adv. page 884.)
Robertson, The James, Co., Lim-
ited, Montreal, Que.

2355 SHOVELS, Fire.

Davidson, The Thos., Mfg. Co.,
Limited, Montreal, Que. (Adv.
page 1130.)
Kemp Mfg. Co., Toronto, Ont.
(Adv. page 1087.)
McClary Mfg. Co., The, London,
Ont. (Adv. page 913.)
Smart, The James, Mfg. Co.,
Limited, Brockville, Ont. (Adv.
page 1138.)

2356 SHOVELS, Snow (Iron or Steel).

Canada Steel Goods Co., Limited,
Hamilton, Ont.
Canadian Shovel & Tool Co.,
Limited, The, Hamilton, Ont.
Eclipse Mfg. Co., Limited,
Ottawa, Ont.
Jones, D. F., Mfg. Co., Limited,
Gananoque, Ont.
Kemp Mfg. Co., Toronto, Ont.
(Adv. page 1087.)
Peterboro Shovel & Tool Co.,
Limited, The, Peterboro, Ont.

2357 SHOVELS, Steam.

Beatty, M., & Sons, Limited, Wel-
land, Ont. (Adv. page 888.)
Canada Foundry Co., Limited, To-
ronto, Ont.
Montreal Locomotive Works,
Limited, Montreal, Que.
Mussens, Limited, Montreal, Que.

2358 SHOVELS, Steel.

Canada Steel Goods Co., Limited,
Hamilton, Ont.
Canadian Shovel and Tool Co.,
Limited, Hamilton, Ont.
Dodge Mfg. Co., of Toronto,
Limited, Toronto, Ont. (Adv.
page 903.)

Jones, D. F., Mfg. Co., Limited,
Gananoque, Ont.
Peterboro Shovel & Tool Co.,
Limited, The, Peterboro, Ont.

2359 SHOW CASES.

See Cases, show.

2360 SHOWERS, Bath.

Morrison, The James, Brass Mfg.
Co., Limited, Toronto, Ont.
(Adv. page 1119.)

2361 SHUTTERS.

See Blinds, window (wood).

2362 SHUTTERS, Iron and Metal.

Dennis Wire & Iron Works Co.,
Limited, London, Ont. (Adv.
page 1120.)

Meadows, The Geo. B., Toronto
Wire, Iron & Brass Works Co.,
Limited, Toronto, Ont. (Adv.
page 1089.)

Ormsby, A. B., Limited, Toronto,
Ont. (Adv. page 1096.)

Pedlar Metal Roofing Co., The,
Oshawa, Ont.

2362 SHUTTLES.

Lachute Shuttle Co., Limited, The,
Lachute Mills, Que.

2364 SIDEBARDS.

Beach Furniture Co., Cornwall,
Ont.

Canada Furniture Mfrs., Limited,
Woodstock, Ont.

Crown Furniture Co., The, of Pres-
ton, Ont.

Gibbard Furniture Co., of Napa-
nee, Limited, The, Napanee,
Ont.

Hespeler Furniture Co., Limited,
The, Hespeler, Ont.

Knechtel Furniture Co., Limited,
The, Hanover, Ont.

Krug, The H., Furniture Co., Lim-
ited, Berlin, Ont.

Listowel Furniture Co., Limited,
The, Listowel, Ont.

McLagan, The George, Furniture
Co., Limited, Stratford, Ont.

Malcolm, Andrew, Furniture Co.,
Limited, Kincardine, Ont.

Malcolm & Souter Furniture Co.,
Limited, Hamilton, Ont.

Measford Mfg. Co., Limited, The,
Measford, Ont.

Oliver, J. & Sons, Limited, Ot-
tawa, Ont.

Paquet & Godbout, St. Hyacinthe,
Que.

St. Lawrence Furniture Co., The,
Fraserville, Que.

Stratford Chair Co., Limited, The,
Stratford, Ont.

Strathroy Furniture Co., Limited,
The, Strathroy, Ont.

Victoriaville Furniture Co., The,
Victoriaville, Que.

Windsor Furniture Co., Limited,
Windsor, N.S.

World Furnishing Co., Limited,
The, Orillia, Ont.

2365 SIDING, Iron, Steel, and Metal.

Galt Art Metal Co., Limited, The,
Galt, Ont.

Kemp Mfg. Co., Toronto, Ont.
(Adv. page 1087.)

Kemp Mfg. & Metal Co., Limited,
The, Winnipeg, Man.

Metal Shingle & Siding Co.,
Limited, Preston, Ont. (Adv.
page 1083.)

Metallic Roofing Co., of Canada,
Limited, The, Toronto, Ont.
(Adv. pages 1080-1081.)

Ormsby, A. B., Limited, Toronto,
Ont. (Adv. page 1096.)

Pedlar Metal Roofing Co., The,
Oshawa, Ont.

Wheeler & Bain, Toronto, Ont.

Winnipeg Ceiling & Roofing Co.,
Winnipeg, Man.

2366 SIDING, Wood.

See Lumber; or Mills, planing.

2367 SIEVES, Flour, Meal, Moulders, Sand.

Canada Wire Goods Mfg. Co., Ham-
ilton, Ont. (Adv. page 1086.)

Greening, The B., Wire Co.,
Limited, Hamilton, Ont. (Adv.
page 1096.)

Hamilton Facing Mill Co., Limit-
ed, Hamilton, Ont. (Adv. page
1107.)

2368 SIFTERS, Flour.

Gardner, Robert, & Son, Limited,
Montreal, Que. (Adv. page
896.)

Wright, E. T., & Co., Hamilton,
Ont.

2369 SIGHTS, Rifle.

Sutherland Rifle Sight Co., Limit-
ed, The, New Glasgow, N.S.
(Adv. page 1090.)

2370 SIGNALS AND SIGNAL- LING APPARATUS, FOG.

Canadian Fog Signal Co., Limited,
The, Toronto, Ont.

2371 SIGNALS, Semaphore and Station.

Montreal Steel Works, Limited,
Montreal, Que. (Adv. page
884.)

Piper, The Hiram L., Co., Limit-
ed, Montreal, Que.

Piper, The N. L., Railway Supply
Co., Limited, Toronto, Ont.

2372 SIGNS, Advertising (elec- tric).

Electrical Construction Co., Limit-
ed, The, London, Ont.

2373 SIGNS, Advertising (glass).

Booth, G., & Son, Toronto, Ont.

Hobbs Mfg. Co., Limited, The,
London, Ont.

2374 SIGNS, Advertising, (metal).

Aluminum and Crown Stopper Co.,
Toronto, Ont.

Booth, G., & Son, Toronto, Ont.

Davidson, The Thos., Mfg. Co.,
Limited, Montreal, Que. (Adv.
page 1130.)

Macdonald Mfg. Co., Limited, To-
ronto, Ont. (Adv. page 1086.)

Martel Stewart Co., Limited, The,
Montreal, Que.

2375 SIGNS, Brass.

Booth, G., & Son, Toronto, Ont.

Dennis Wire & Iron Works Co.,
Limited, London, Ont. (Adv.
page 1120.)

Garth Co., The, Montreal, Que.

Hamilton Brass Mfg. Co., Limit-
ed, The, Hamilton, Ont.

Martel Stewart Co., Limited, The,
Montreal, Que.

Mitchell, The Robt., Co., Limited,
Montreal, Que.

Montreal Stencil Works, Mont-
real, Que. (Adv. page 934.)

Patterson & Heward, Toronto,
Ont.

Superior Mfg. Co., The, Toronto,
Ont.

Toronto Brass Mfg. Co., Toronto,
Ont.

Toronto Stamp & Stencil Works,
Toronto, Ont.

Walker & Campbell, Montreal,
Que.

2376 SIGNS, Embossed Tin.

McClary Mfg. Co., The, London,
Ont. (Adv. page 913.)

2377 SIGNS, Lithographed and Embossed.

See Lithographers and Emboss-
ers.

2378 SIGNS, Wire.

Booth, G., & Son, Toronto, Ont.

Dennis Wire & Iron Works Co.,
Limited, London, Ont. (Adv.
page 1120.)

Greening, The B., Wire Co., Lim-
ited, Hamilton, Ont. (Adv.
page 1096.)

Manitoba Anchor Wire Fence Co.,
Limited, The, Winnipeg, Man.

Meadows, The Geo. B., Toronto,
Wire, Iron & Brass Works Co.,
Limited, Toronto, Ont. (Adv.
page 1089.)

Munro Wire Works, Limited, New
Glasgow, N.S.

2379 SILK, Embroidery, Knit- ting, Etc.

Belkaid, Paul, & Co., Limited,
Montreal, Que. (Adv. page
915.)

Corticelli Silk Co., Limited, Mont-
real, Que.

2380 SILVER AND SILVER MATTE.

Consolidated Mining & Smelting
Co. of Canada, Limited, Trail,
B.C. (Adv. page 1126.)

Deloro Mining & Reduction Co.,
Limited, Deloro, Ont. (Adv.
page 1125.)

Tyce Copper Co., Limited, The,
Victoria, B.C.

2381 SILVER, Granulated, Sterling.

Wilkinson, The J. E., Co., Limit-
ed, Toronto, Ont.

2382 SILVER PLATE AND SILVER-PLATED GOODS.

Birks, Henry, & Sons, Limited,
Montreal, Que.

Ellis, P. W., & Co., Limited, To-
ronto, Ont. (Adv. page 1121.)

Hemming Mfg. Co., Limited,
Montreal, Que.

McGlashan, Clarke Co., Limited,
Niagara Falls, Ont.

Meriden-Britannia Co., Limited,
Hamilton, Ont. (Adv. page
1107.)

Ontario Silver Co., Limited, Niag-
ara Falls, Ont.

Pearce, Henry, Montreal, Que.

Rogers, The Wm., Mfg. Co.,
Niagara Falls, Ont. (Adv. page
1121.)

Standard Silver Co., Limited, To-
ronto, Ont.

Toronto Silver Plate Co., Limited,
Toronto, Ont.

2383 SILVERWARE, Enameled.

Hemsley Mfg. Co., The, Montreal,
Que.

2384 SILVERWARE, Sterling.

Birks, Henry, & Sons, Limited,
Montreal, Que.

Ellis, P. W., & Co., Limited, To-
ronto, Ont. (Adv. page 1121.)

Hemming Mfg. Co., Limited,
Montreal, Que.

Meriden Britannia Co., Hamilton,
Ont. (Adv. page 1107.)

Ontario Silver Co., Limited, Niag-
ara Falls, Ont.

Pearce, Henry, Montreal, Que.

Roden Bros., Toronto, Ont.

Rogers, The Wm., Mfg. Co.,
Niagara Falls, Ont. (Adv. page
1121.)

Standard Silver Co., Limited, To-
ronto, Ont.

Toronto Silver Plate Co., Limited,
Toronto, Ont.

2385 SINGLE TREES AND DOUBLE TREES.

See Whiffletrees; Carriage Parts.

2386 SINKS, Cast Iron.

Amherst Foundry Co., Limited,
Amherst, N.S.

Garth Co., The, Montreal, Que.

Gurney Foundry Co., Limited,
The, Toronto, Ont.

Gurney, Tilden Co., Limited, The,
Hamilton, Ont. (Adv. page
912.)

McDougall, The R., Co., Limited,
Galt, Ont.

Smart, The James, Mfg. Co., Lim-
ited, Brockville, Ont. (Adv.
page 1138.)

Standard Ideal Co., Limited, The,
Port Hope, Ont. (Adv. Outside
Back Cover.)

Toronto Foundry Co., Limited,
Toronto, Ont.

Toronto Hardware Mfg. Co., To-
ronto, Ont.

2387 SINKS, Enameled and Galvanized.

Amherst Foundry Co., Limited,
Amherst, N.S.

Kemp Mfg. Co., Toronto, Ont.
(Adv. page 1087.)

Standard Ideal Co., Limited, The,
Port Hope, Ont. (Adv. Outside
Back Cover.)

2388 SIZE, Rosin.

Canadian Turpentine, Ltd., Mont-
real, Que.

2389 SIZING, Paper.

See Glue.

2390 SKATES, Hockey and Pleasure.

Canada Cycle & Motor Co., Limit-
ed, West Toronto, Ont. (Adv.
page 936.)

Starr Mfg. Co., Limited, Dart-
mouth, N.S.

2391 SKEINS, Wagon and Truck.

Burrow, Stewart & Milne Co.,
Limited, The, Hamilton, Ont.
(Adv. page 1189.)

Gananoque Spring & Axle Co.,
Limited, The, Gananoque, Ont.

London Foundry Co., Limited,
The, London, Ont.

Wortman & Ward Co., Limited,
The, London, Ont.

2392 SKEWERS, Bobbin.

Canada Spool & Bobbin Co., Lim-
ited, Walkerton, Ont.

2393 SKEWERS, Wood.

Harrison, John, & Sons Co., Lim-
ited, Owen Sound, Ont.

Irwin, R. U., & Sons, Horning's
Mills, Ont.

Watt Milling and Feed Co., Limit-
ed, Toronto, Ont.

2394 SKILLETS, Match.

Edson Fitch Co., The, Etchemin
Bridge, Que.

2395 SKIPS, Coal, Ore, Etc.

Beatty, M., & Sons, Limited, Wel-
land, Ont. (Adv. page 888.)

Hammant Steel Car and Engineer-
ing Works, Hamilton, Ont.

Jenckes Machine Co., Limited,
The, Sherbrooke, Que.

2396 SKIRTS, Dress.

Allen Mfg. Co., Limited, Toronto,
Ont.

Boas-Felsen Co., The, Montreal,
Que.

Britannia Mfg. Co., Limited,
Halifax, N.S.

Canada Cloak Co., Toronto, Ont.

Canadian Convertors Co., Limited,
Montreal, Que.

Consolidated Cloak Co., Limited,
The, Toronto, Ont.

Continental Costume Co., Lim-
ited, The, Toronto, Ont.

Dupuis Freres, Limited, Mont-
real, Que.

Fairbairn R. D., Co., Limited, To-
ronto, Ont.

Gale Mfg. Co., Toronto, Ont.

Hart Mfg. Co., The, Montreal,
Que.

Helena Costume Co., Limited,
London, Ont.

Ideal Women's Wear, Limited,
Toronto, Ont.

Livingston & Scott, West Toron-
to, Ont.

McElroy Mfg. Co., Limited, The,
Toronto, Ont.

McKinnon, S. F., & Co., Limited,
Toronto, Ont.

Minerva Mfg. Co., Limited, The,
Toronto, Ont.

Northway, John, & Son, Limited,
Toronto, Ont.

Novi-Modi Costume Co., Limited,
Toronto, Ont.

Rideau Mfg. Co., The, Ottawa,
Ont.

Simpson, The Robert, Co., Limit-
ed, Toronto, Ont.

Stewart, Howe & Meek Co., Lim-
ited, Toronto, Ont.

Sommer, A., & Co., Montreal,
Que.

Telford & O'Rourke Garment Co.,
Rock Island, Que.

Victor Mfg. Co., The, Quebec,
Que.

Waldman, J. H., & Co., Mont-
real, Que.

2397 SKIS.

Dean, Walter, Toronto, Ont.

2398 SKIVERS.

Clarke & Clarke, Limited, To-
ronto, Ont.

2399 SKYLIGHTS, Fireproof.

Galt Art Metal Co., Limited, Galt, Ont.
 Irwin, Thos., & Sons, Hamilton, Ont.
 Matthews, A., Toronto, Ont.
 Metal Shingle & Siding Co., Limited, Preston, Ont. (Adv. page 1083.)
 Metallic Roofing Co., of Canada, Limited, The, Toronto, Ont. (Adv. pages 1080-1081.)
 Ormsby, A. B., Limited, Toronto, Ont. (Adv. page 1096.)
 Pedlar Metal Roofing Co., The, Oshawa, Ont.
 Reed, Geo. W., & Co., Limited, Montreal, Que.
 Riddell, John E., Hamilton, Ont.
 Stevely, Wm., & Son, London, Ont.
 Wheeler & Bain, Toronto, Ont.
 Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

2400 SLAG, Blast Furnace.

Doolittle & Wilcox, Limited, Dundas, Ont.
 Londonderry Iron & Mining Co., Limited, Londonderry, N.S.

2401 SLEDGES.

Fowler, The Josiah, Co., Limited, St. John, N.B.
 Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)
 Whitman & Barnes Mfg. Co., The, St. Catharines, Ont.

2402 SLEIGHS, Children's.

Gendron Mfg. Co., Limited, The, Toronto, Ont. (Adv. page 1118.)
 Gignac, J. H., Limited, Quebec, Que.
 Kennedy & Davis Milling Co., Limited, The, Lindsay, Ont.
 Shantz, P. E., Preston, Ont.
 Taylor, Scott & Co., Toronto, Ont.

2403 SLEIGHS, Farm and Logging.

Adams Wagon Co., Limited, Brantford, Ont.
 Bain Wagon Co., Limited, The, Woodstock, Ont.
 Canada Carriage Co., The, Brockville, Ont.
 Chatham Wagon Co., Limited, The, Chatham, Ont.
 Heard, John, & Co., St. Thomas, Ont.
 Jackson Wagon Co., Limited, St. George, Ont.
 Jennings, A., & Co., Montreal, Que.
 Munro & McIntosh Carriage Co., Limited, The, Alexandria, Ont.
 Petrolia Wagon Co., Limited, Petrolia, Ont.
 Speight Wagon Co., Limited, The, Markham, Ont.
 Smith Bros., Toronto, Ont.
 Watson, John, Mfg. Co., Limited, Ayr, Ont.
 West Lorne Wagon Co., Limited, West Lorne, Ont.
 Whitaker, Wm., & Sons, Oakville, Ont.
 Wilkinson Plow Co., Toronto, Ont.
 Woodstock Wagon & Mfg. Co., Limited, The, Woodstock, Ont.

2404 SLEIGHS, Light Delivery or Passenger.

Armstrong, The J. B. Mfg. Co., Limited, Guelph, Ont.
 Boyce Carriage Co., The, Winnipeg, Man.
 Brantford Carriage Co., Limited, The, Brantford, Ont.
 Brown, S., Toronto, Ont.
 Canada Carriage Co., The, Brockville, Ont.
 Granby Carriage Co., The, Granby, Que.
 Heard, John, & Co., St. Thomas, Ont.
 Heney, E. N., Co., Limited, Montreal, Que.
 Jennings, A., & Co., Montreal, Que.
 Lariviere, The A. C., Co., Montreal, Que.
 McKie, The R., Buggy Co., Platts-ville, Ont.
 McLaughlin Carriage Co., Limited, Oshawa, Ont.

Mount Forest Carriage Co., Limited, The, Mount Forest, Ont.
 Munro & McIntosh Carriage Co., Limited, The, Alexandria, Ont.
 Shanahan Carriage Co., The, Penetanguishene, Ont.
 Simpson, I., Mfg. Co., Brantford, Ont.
 Tudhope Carriage Co., Limited, The, Orillia, Ont.
 Whitaker, Wm., & Sons, Oakville, Ont.

2405 SLIPPERS, Knitted.

Monarch Knitting Co., Limited, Dunnville, Ont.

2406 SLIPPERS, Leather.

See Boots and Shoes, Leather.

2407 SLOTTERS.

Bertram, The John, & Sons Co., Limited, Dundas, Ont. (Adv. page 899.)
 MacGregor, Gourlay Co., Limited, The, Galt, Ont.

2408 SMOKE STACKS.

See Stacks, Smoke.

2409 SNATHS, Scythe.

Cameron, Dunn Mfg. Co., Limited, The, Strathroy, Ont.
 Canada Axe & Harvest Tool Mfg. Co., Limited, St. Paul, Que.
 Dominion Snath Co., The, Waterville, Que.
 Skinner Co., Limited, The, Gananoque, Ont.

2410 SNOW SHOES.

See Shoes, Snow.

2411 SNUFF.

Rattray, J., & Co., Limited, Montreal, Que.

2412 SOAP, Coach and Car Cleaning.

Dominion Oil Co., Limited, Hamilton, Ont.
 Imperial Varnish & Color Co., Limited, The, Toronto, Ont. (Adv. page 1102.)

2413 SOAP, Harness.

Dominion Oil Co., Limited, Hamilton, Ont.
 International Stock Food Co., Toronto, Ont.

2414 SOAP, Laundry.

"Albert Soaps," Limited, Montreal, Que.
 Atlantic Soap Co., Limited, Toronto, Ont.
 Barsalou, J., & Cie., Limitee, Montreal, Que.
 Canadian Oil Companies, Limited, Toronto, Ont.
 Carritte, de B., St. John, N.B.
 Dalton Bros., Toronto, Ont.
 Darling & Brady, Montreal, Que.
 Dominion Oil Co., Limited, Hamilton, Ont.
 Fairbank, The N. K., Co., Montreal, Que.
 Lawrason, S. F., & Co., London, Ont.
 Lever Bros., Limited, Toronto, Ont.
 McColl Bros., & Co., Toronto, Ont.
 Morton, David, & Sons, Limited, Toronto, Ont.
 Pendray, W. J., Victoria, B.C.
 Pugsley, Dingman & Co., Limited, Toronto, Ont.
 Richards Pure Soap Co., Limited, The, Woodstock, Ont.
 Royal Crown Soaps, Limited, The, Vancouver, B.C.
 St. Croix Soap Mfg. Co., The, St. Stephen, N.B.
 Taylor, John, & Co., Toronto, Ont.

2415 SOAP, Medicinal.

Pendray, W. J., Victoria, B.C.
 Richards Pure Soap Co., Limited, The, Woodstock, Ont.

2416 SOAP, Soft Oil.

Imperial Varnish & Color Co., Limited, The, Toronto, Ont. (Adv. page 1102.)
 McColl Bros., & Co., Toronto, Ont.

2417 SOAP, Soft and Oil.

Atlantic Soap Co., Limited, Toronto, Ont.

2418 SOAP, Scouring and Fulling "Albert Soaps," Limited, Montreal, Que.

Atlantic Soap Co., Limited, Toronto, Ont.
 Darling & Brady, Montreal, Que.
 Dominion Oil Co., Limited, Hamilton, Ont.
 Lawrason, S. F., & Co., London, Ont.
 McColl Bros., & Co., Toronto, Ont.
 Morton, David, & Sons, Limited, Toronto, Ont.
 Richards Pure Soap Co., Limited, The, Woodstock, Ont.
 Royal Crown Soaps, Limited, The, Vancouver, B.C.
 Taylor, John, & Co., Toronto, Ont.

2419 SOAP, Toilet.

"Albert Soaps," Limited, Montreal, Que.
 Atlantic Soap Co., Limited, Toronto, Ont.
 Dominion Oil Co., Limited, Hamilton, Ont.
 Fairbank, The N. K., Co., Montreal, Que.
 Lever Bros., Limited, Toronto, Ont.
 Morton, David, & Sons, Limited, Toronto, Ont.
 Pendray, W. J., Victoria, B.C.
 Richards Pure Soap Co., Limited, The, Woodstock, Ont.
 Royal Crown Soaps, Limited, The, Vancouver, B.C.
 Sanitol Chemical Laboratory Co., Toronto, Ont.
 Seely Mfg. Co., Windsor, Ont.
 Taylor, John, & Co., Toronto, Ont.

2420 SOAP DISHES AND SPONGE HOLDERS.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

2421 SOCKETS, Electric Lamp.

Munderloh & Co., Montreal, Que.
 Pringle, The R. E. T., Co., Limited, Montreal, Que.

2422 SOCKETS, Peavy Pole.

McFarlane-Neill Mfg. Co., Limited, The, St. Mary's, N.B.
 Pink, Thomas, Pembroke, Ont.

2423 SOCKETS, Whip.

McKinnon Dash & Metal Works Co., Limited, St. Catharines, Ont. (Adv. Inside Front Cover.)
 Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)
 Taylor-Forbes Co., Limited, Guelph, Ont.

2424 SOCKS, Knit (Men's).

See Hosiery.

2425 SOCKS, Lumbermen's.

Beaumont, Joseph, Glen Williams, Ont.
 Bird Woollen Mill Co., Limited, Bracebridge, Ont.
 Carrs Mackinaw Clothing Co., Orillia, Ont. (Adv. page 914.)
 Goderich Knitting Co., Limited, The, Goderich, Ont.
 Hudson Bay Knitting Co., The, Montreal, Que.
 Penmans, Limited, Paris, Ont. (Adv. page 918.)
 Sykes, Alfred, Georgetown, Ont.
 Universal Knitting Co., Limited, The, Toronto, Ont.
 Woods Limited, Ottawa, Ont.

2426 SODA, Baking.

Ewing, S. H., & Sons, Montreal, Que.

2428 SODA, Sal.

Canada Chemical Mfg. Co., Limited, The, London, Ont. (Adv. page 1131.)
 Cottam Bird Seed, London, Ont.
 Cowan, John, Co., Limited, Montreal, Que.
 Lawrason, S. F., & Co., London, Ont.
 Pendray, W. J., Victoria, B.C.

2429 SODA, Sulphate, Bi-Sulphate, Hypo-Sulphite and Sulphide of.

Nichols Chemical Co., of Canada, Limited, The, Montreal, Que. (Adv. page 1129.)

2430 SODA WATER AND CREAM SODA.

Christin, J., & Co., Inc., Montreal, Que.
 Gurd, Charles, & Co., Limited, Montreal, Que.
 Nelson Brewing Co., Limited, Nelson, B.C.
 Taylor & Pringle Co., Limited, Owen Sound, Ont.
 Timmons, M., & Son, Quebec, Que.
 Tune, J., & Son, Toronto, Ont.

2431 SOLDER, Jewelers', Dentists' and Brazing.

Lees, Geo. H., & Co., Limited, Hamilton, Ont.
 Wilkinson, The J. E., Co., Limited, Toronto, Ont.

2432 SOLDER, Metal (Wire, Cable or Bar).

Canada Metal Co., Limited, The, Toronto, Ont. (Adv. page 1122.)
 Cuthbert, W. R., & Co., Montreal, Que.
 Frankel Bros., Toronto, Ont.
 Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)
 Lumen Bearing Co., West Toronto, Ont. (Adv. page 1111.)
 Norton Mfg. Co., The, Hamilton, Ont.
 Robertson, The James, Co., Limited, Montreal, Que.
 Robertson, Thomas, & Co., Limited, Montreal, Que.
 Somerville, Limited, Toronto, Ont. (Adv. page 935.)
 Spooner, Alonzo W., Port Hope, Ont.
 Syracuse Smelting Works, Montreal, Que.
 Tallman Brass and Metal Co., Hamilton, Ont. (Adv. page 1122.)

2433 SOLDERING IRONS AND COPPERS.

Brown-Boggs Co., Limited, The, Hamilton, Ont. (Adv. page 1105.)
 Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)

2434 SOLES AND HEELS, Boot and Shoe.

See Heels and Heel Stock; Leather, Sole.

2435 SOLES AND HEELS, Rubber.

See Heels and Soles, Rubber.

2436 SOLES, Lambs' Wool.

Packard, L. H., & Co., Limited, Montreal, Que.

2437 SOLICITORS OF PATENTS

Case, Egerton R., Toronto, Ont.
 Fetherstonhaugh, Dennison & Co., Montreal, Que.
 Fetherstonhaugh & Co., Toronto, Ont. (Adv. page 1136.)
 Ridout & Maybee, Toronto, Ont.

2438 SOUPS, Preserved and Canned.

Clark, William, Montreal, Que.

2439 SOUVENIR GOODS.

Caron Bros., Montreal, Que.
 Ellis, P. W., & Co., Limited, Toronto, Ont. (Adv. page 1121.)
 Hemming Mfg. Co., Limited, Montreal, Que.
 Hemsley Mfg. Co., The, Montreal, Que.
 Lees, Geo. H., & Co., Limited, Hamilton, Ont.
 Roden Bros., Toronto, Ont.
 Young Bros., Toronto, Ont.
 Zock, J. J., & Co., Limited, Toronto, Ont.

2440 SOWERS, Turnip.

Maxwell, David, & Sons, St. Mary's, Ont.
 Verity Plow Co., Limited, Brantford, Ont. (Adv. page 892.)

- 2441 SOWERS, Seed.**
See Seeders and Drills, Seed.
- 2442 SPADES.**
Canadian Shovel & Tool Co., Limited, The, Hamilton, Ont.
Jones, D. F., Mfg. Co., Limited, Gananoque, Ont.
Peterborough Shovel & Tool Co., Limited, The, Peterborough, Ont.
- 2443 SPARS, Ship and Boat.**
B. C. Mills, Timber & Trading Co., Vancouver, B.C.
Victoria Lumber & Mfg. Co., Limited, Chemainus, B.C.
- 2444 SPECTACLEWARE.**
Consolidated Optical Co., Limited, Toronto, Ont.
- 2445 SPELTER.**
Canada Metal Co., Limited, The, Toronto, Ont. (Adv. page 1122.)
Syracuse Smelting Works, Montreal, Que.
- 2446 SPICES, Whole & Ground.**
Barbour, G. E., Co., Limited, St. John, N.B.
Blue Ribbon, Limited, Winnipeg, Man.
Braid, Wm., & Co., Vancouver, B.C.
Cochrane, C. H., & Co., Ottawa, Ont.
Codville Co., Limited, The, Winnipeg, Man.
Dalley, The F. F. Co., of Hamilton, Limited, Hamilton, Ont.
Dalton Bros., Toronto, Ont.
Dyson Co., The, Winnipeg, Man.
Empire Mfg. Co., Limited, Vancouver, B.C.
Ewing, S. H., & Sons, Montreal, Que.
Georgeson & Co., Limited, Calgary, Alta.
Gorman, Eckert & Co., Limited, London, Ont.
Lymans, Limited, Montreal, Que.
McLarens, Limited, Hamilton, Ont.
Mott, John P., & Co., Halifax, N.S.
National Drug & Chemical Co., of Canada, Limited, Montreal, Que.
Pure Gold Mfg. Co., Limited, Toronto, Ont.
Todhunter, Mitchell & Co., Toronto, Ont.
White Star Mfg. Co., The, Winnipeg, Man.
White Swan Spices and Cereals, Limited, Toronto, Ont.
- 2447 SPIDERS, Steel (Cooking).**
Amherst Foundry Co., Limited, Amherst, N.S.
Gurney Foundry Co., Limited, The, Toronto, Ont.
Gurney, Tilden Co., Limited, The, Hamilton, Ont. (Adv. page 912.)
Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)
McClary Mfg. Co., The, London, Ont. (Adv. page 913.)
Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)
- 2448 SPIKES, Pressed.**
Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884.)
- 2449 SPIKES, Railway and Ship.**
Cowan & Britton, Gananoque, Ont.
Dominion Wire Mfg. Co., Limited, Montreal, Que.
Hamilton Steel & Iron Co., Limited, The, Hamilton, Ont. (Adv. page 1124.)
Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884.)
Nova Scotia Steel & Coal Co., Limited, New Glasgow, N.S. (Adv. page 1125.)
Peck Rolling Mills, Limited, The, Montreal, Que.
Starr Mfg. Co., Limited, Dartmouth, N.S.
Toronto Bolt & Forging Co., Limited, Toronto, Ont. (Adv. page 1143.)
- 2450 SPINDLES, Wood.**
Canada Spool & Bobbin Co., Limited, Walkerton, Ont.
- 2451 SPLINTS, Match.**
Edson Fitch Co., The, Etchemin Bridge, Que.
- 2452 SPOKES.**
Ackland, D., & Son, Limited, Winnipeg, Man.
Chatham Bent Goods Co., Limited, The, Chatham, Ont.
Finlay, J., & Sons Co., Norwood, Ont.
Heard, John, & Co., St. Thomas, Ont.
Hore, F. W., & Son, Limited, Hamilton, Ont.
Loughhead Bros., Limited, Sarnia, Ont.
McVean, O. & W., Dresden, Ont.
Scott, R., & Son, Limited, Galt, Ont.
Victor Wood Works, Limited, Amherst, N.S.
West Lorne Wagon Co., Limited, West Lorne, Ont.
Windsor Turned Goods Co., Limited, Windsor, Ont.
- 2453 SPOOL WOOD.**
Samson, Joseph, Quebec, Que.
- 2454 SPOOLS, Wood.**
Canada Spool & Bobbin Co., Limited, Walkerton, Ont.
Lachute Shuttle Co., Limited, The, Lachute Mills, Que.
- 2455 SPOONS.**
See Hollow-ware.
- 2456 SPOONS, Post Hole.**
Jones, D. F., Mfg. Co., Limited, Gananoque, Ont.
- 2457 SPORTING GOODS.**
Holland, The G. A., & Son Co., Montreal, Que.
Wilson, The Harold A., Co., Limited, Toronto, Ont.
- 2458 SPORTING GOODS, Rubber.**
Canadian Rubber Co., Limited, The, Montreal, Que. (Adv. Outside Back Cover.)
Dunlop Tire & Rubber Goods Co., Limited, Toronto, Ont. (Adv. page 1145.)
- 2459 SPOUTS, Sap.**
Grimm Mfg. Co., The, Montreal, Que.
Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)
Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)
Taylor-Forbes Co., Limited, Guelph, Ont.
- 2460 SPRAYERS.**
Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)
Spramotor Co., The, London, Ont.
Wright, E. T., & Co., Hamilton, Ont.
- 2461 SPREADERS, Manure.**
Gilson Mfg. Co., Limited, Guelph, Ont. (Adv. page 1120.)
International Harvester Co., of Canada, Limited, Hamilton, Ont. (Adv. page 895.)
Massey-Harris Co., Limited, Toronto, Ont. (Adv. page 893.)
Paris Plow Co., Limited, The, Paris, Ont.
Wilkinson Plow Co., Limited, Toronto, Ont.
- 2462 SPRINGS, Bed and Woven Wire.**
Alaska Feather & Down Co., Limited, The, Montreal, Que. (Adv. page 905.)
B. C. Bedding & Upholstering Co., Limited, Vancouver, B.C.
Canada Furniture Mfrs., Limited, Woodstock, Ont.
Gale, Geo., & Sons, Waterville, Que. (Adv. page 904.)
Garner Mfg. Co., Limited, Chesley, Ont.
- Gold Medal Furniture Mfg. Co., Limited, Toronto, Ont.**
Ham & Nott Co., Limited, Brantford, Ont.
Morlock & Cline, Limited, Guelph, Ont.
Munro Wire Works, Limited, New Glasgow, N.S.
Toronto Bedding Co., Limited, The, Toronto, Ont.
Whitworth & Restall, Toronto, Ont.
- 2463 SPRINGS, Bed (Steel).**
Anchor Brass and Iron Bedstead Co., Toronto, Ont.
- 2464 SPRINGS, Carriage, Automobile, Buggy and Wagon.**
Dowsley Spring and Axle Co., Limited, The, Chatham, Ont.
Fowler, The Josiah, Co., Limited, St. John, N.B.
Gananoque Spring & Axle Co., Limited, The, Gananoque, Ont.
Guelph Spring & Axle Co., Limited, Guelph, Ont.
- 2465 SPRINGS, Coiled.**
Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
- 2466 SPRINGS, Flat Steel Specialties.**
St. Lawrence Steel & Wire Co., Limited, Gananoque, Ont.
- 2467 SPRINGS, Locomotive and Railway.**
Bailey-Underwood Co., Limited, New Glasgow, N.S.
Fowler, The Josiah, Co., Limited, St. John, N.B.
Montreal Steel Works, Limited, Montreal, Que. (Adv. page 884.)
- 2468 SPRINGS, Rubber.**
Canadian Rubber Co., Limited, The, Montreal, Que. (Adv. Outside Back Cover.)
Dunlop Tire and Rubber Goods Co., Limited, Toronto, Ont. (Adv. page 1145.)
Gutta Percha & Rubber Mfg. Co., Limited, The, Toronto, Ont. (Adv. Inside Back Cover.)
- 2469 SPRINGS, Upholstered.**
Canadian Feather and Mattress Co., Limited, The, Toronto, Ont.
Munro Wire Works, Limited, New Glasgow, N.S.
- 2470 SPRINGS, Upholstering.**
Alaska Feather & Down Co., Limited, Montreal, Que. (Adv. page 905.)
Gale, Geo., & Sons, Waterville, Que. (Adv. page 904.)
Greening, The B., Wire Co., Limited, Hamilton, Ont. (Adv. page 1096.)
Turner, John, & Son, Toronto, Ont.
- 2471 SPRINKLERS, Automatic Fire.**
Bennett & Wright Co., Limited, The, Toronto, Ont.
General Fire Extinguisher Company, Montreal, Que.
McGuire, W. J., Limited, Toronto, Ont.
Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
Purdy, Mansell, Limited, Toronto, Ont. (Adv. page 1097.)
Standard Automatic Fire Sprinkler Co., Limited, The, Montreal, Que.
Vogel, H. G., Co., Montreal, Que. (Adv. page 1097.)
- 2472 SPRINKLERS, Lawn.**
Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)
- 2473 SPRINKLERS, Leach, for Tanneries.**
Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
- 2474 SPRINKLERS, Street.**
Smith Bros., Toronto, Ont.
- 2475 SQUARES, Art.**
See Art Squares.
- 2476 STABLE FIXTURES.**
See Fittings, Stable.
- 2477 STACKERS, Pneumatic (Wind).**
American-Abell Engine & Thresher Co., Limited, Toronto, Ont.
Bell, The Robt., Engine & Thresher Co., Limited, Seaforth, Ont.
Goodison, The John, Thresher Co., Limited, Sarnia, Ont.
Helgeson, H. T., Winnipeg, Man.
Macdonald Mfg. Co., Stratford, Ont.
New Hamburg Mfg. Co., Limited, New Hamburg, Ont.
Sawyer & Massey Co., Limited, Hamilton, Ont.
Waterloo Mfg. Co., Limited, Waterloo, Ont.
White, The Geo., & Sons Co., Limited, London, Ont.
- 2478 STACKS, Smoke.**
Bell, The Robt., Engine & Thresher Co., Limited, Seaforth, Ont.
Brown Machine Co., The, New Glasgow, N.S.
Calgary Iron Works, Limited, Calgary, Alta.
Canada Foundry Co., Limited, Toronto, Ont.
Corbet Foundry and Machine Co., Owen Sound, Ont.
Corrugated Pipe Co., Limited, Stratford, Ont.
Goldie & McCulloch Co., Limited, The, Galt, Ont. (Adv. page 885.)
Hamilton, Wm., Co., Limited, Peterborough, Ont.
Inglis, The John, Co., Limited, Toronto, Ont. (Adv. page 890.)
Jenckes Machine Co., Limited, The, Sherbrooke, Que.
Leonard, E., & Sons, London, Ont. (Adv. page 888.)
McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)
Manitoba Bridge and Iron Works, Limited, The, Winnipeg, Man.
Matheson, I., & Co., Limited, New Glasgow, N.S.
Owen Sound Iron Works Co., Limited, The, Owen Sound, Ont.
Plessisville, La Fonderie de, Plessisville, Que.
Robb Engineering Co., Limited, Amherst, N.S. (Adv. page 886.)
Waterous Engine Works Co., Limited, The, Brantford, Ont. (Adv. page 889.)
- 2479 STAFFS, Flag (Steel, Galvanized).**
Goold, Shapley & Muir Co., Limited, Brantford, Ont. (Adv. page 892.)
Ontario Wind Engine & Pump Co., Limited, Toronto, Ont. (Adv. page 1096.)
- 2480 STAINS, Floor.**
Langmuir, James, & Co., Limited, Toronto, Ont.
Stephens, G. F., & Co., Limited, Winnipeg, Man.
- 2481 STAINS, Mortar.**
Manton Bros., Toronto, Ont.
Moore, Benjamin, & Co., Limited, West Toronto, Ont.
Muirhead, A., Co., Limited, Toronto, Ont.
- 2482 STAINS, Wood and Shingle.**
Berry Bros., Limited, Walkerville, Ont.
Brandram-Henderson, Limited, Montreal, Que.
Canada Paint Co., Limited, The, Montreal, Que. (Adv. page 1103.)
Dominion Tar & Chemical Co., Limited, The, Sydney, N.S.

Imperial Varnish & Color Co., Limited, The, Toronto, Ont. (Adv. page 1102.)
 International Varnish Co., Limited, Toronto, Ont. (Adv. page 1103.)
 Jamieson, R. C., & Co., Limited, Montreal, Que.
 Langmuir, James, & Co., Limited, Toronto, Ont.
 Manton Bros., Toronto, Ont.
 Martin Senour Co., Limited, The, Montreal, Que.
 Moore, Benjamin, & Co., Limited, West Toronto, Ont.
 Muirhead, A., Co., Limited, Toronto, Ont.
 Ottawa Paint Works, The, Ottawa, Ont.
 Ramsay, A., & Son Co., Montreal, Que.
 Robertson, The James, Co., Limited, Montreal, Que.
 Scarle & Co., Brantford, Ont. (Adv. page 1103.)
 Standard Paint & Varnish Co., Limited, Windsor, Ont.
 Stephens, G. F., & Co., Limited, Winnipeg, Man.
2483 STAIRS, Iron.
 Canada Foundry Co., Limited, Toronto, Ont.
 Canadian Ornamental Iron Company, Toronto, Ont. (Adv. page 1121.)
 Dennis Wire & Iron Works Co., Limited, London, Ont. (Adv. page 1120.)
 Hutchison & Sticht, Montreal, Que.
 McGregor & McIntyre, Limited, Toronto, Ont.
 Parkin Elevator Co., Limited, The, Hespeler, Ont. (Adv. page 1101.)
 Watson, John, & Son, Limited, Montreal, Que. (Adv. page 1137.)
 Westminster Iron Works, New Westminster, B.C.
2484 STAIRS, Wood.
 See Mills, Planing.
2485 STAIR TREADS, Rubber.
 Dunlop Tire & Rubber Goods Co., Limited, Toronto, Ont. (Adv. page 1145.)
 Gutta Percha & Rubber Mfg. Co., Limited, The, Toronto, Ont. (Adv. Inside Back Cover.)
2486 STAMPS, Postage and Revenue.
 American Bank Note Co., Ottawa, Ont.
2487 STAMPS, Steel, Brass, Rubber, etc.
 Hamilton Stamp & Stencil Works, Limited, Hamilton, Ont.
 Montreal Stencil Works, Montreal, Que. (Adv. page 934.)
 Patterson & Heward, Toronto, Ont.
 Pritchard-Andrews Co. of Ottawa, Limited, Ottawa, Ont.
 Superior Mfg. Co., Limited, Toronto, Ont.
 Toronto Stamp & Stencil Works, Toronto, Ont.
 Walker & Campbell, Montreal, Que.
2488 STAMPING, Metal.
 See Metal Stamping.
2489 STANCHIONS AND STALLS, Cattle.
 Beatty Bros., Fergus, Ont.
 Loudon Machinery Co., Guelph, Ont.
 Metal Shingle & Siding Co., Limited, Preston, Ont. (Adv. page 1084.)
2490 STANDS AND PEDESTALS, Jardinieres.
 Lucknow Furniture Co., The, Lucknow, Ont.
 McLagan, The George, Furniture Co., Limited, Stratford, Ont.
 Meaford Mfg. Co., Limited, The, Meaford, Ont.
2491 STANDS, Boiler.
 Gurney Foundry Co., Limited, The, Toronto, Ont.

Manitoba Bridge and Iron Works, Limited, The, Winnipeg, Man.
 Toronto Foundry Co., Limited, Toronto, Ont.
 Toronto Hardware Mfg. Co., Toronto, Ont.
2492 STANDS, Tub and Wringer.
 Connor, J. H., & Son, Limited, Ottawa, Ont.
2493 STANDS, Seats and Mirrors, Hall.
 See Racks, Hall.
2494 STAPLES, Fence.
 Canada Screw Co., Limited, Hamilton, Ont. (Adv. page 1124.)
 Dominion Wire Mfg. Co., Limited, Montreal, Que.
 Greening, The B., Wire Co., Limited, Hamilton, Ont. (Adv. page 1096.)
 London Fence Machine Co., Limited, London, Ont.
 Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884.)
 New Brunswick Wire Fence Co., Limited, The, Moncton, N.B.
 Page Wire Fence Co., Limited, The, Walkerville, Ont. (Adv. page 1079.)
 Pittsburgh Perfect Fence Co., Limited, The, Hamilton, Ont.
 Western Wire & Nail Co., Limited, The, London, Ont.
2495 STAPLES, Wire (Bright, Coppered and Galvanized).
 Canada Screw Co., Limited, Hamilton, Ont. (Adv. page 1123.)
 Canada Steel Goods Co., Limited, Hamilton, Ont.
 Dominion Wire Mfg. Co., Limited, Montreal, Que.
 Graham Nail Works, The, Toronto, Ont.
 Greening, The B., Wire Co., Limited, Hamilton, Ont. (Adv. page 1096.)
 Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884.)
 Pittsburgh Perfect Fence Co., Limited, The, Hamilton, Ont.
 Western Wire & Nail Co., Limited, The, London, Ont.
2496 STAPLES, Wrought.
 Cowan & Britton, Gananoque, Ont.
 Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)
2497 STARCH, Corn, Culinary and Laundry.
 Canada Starch Co., Limited, Brantford, Ont.
 Edwardsburgh Starch Co., Limited, Montreal, Que.
 St. Lawrence Starch Co., Limited, Port Credit, Ont.
2498 STATIONERY.
 Alexander & Cable Lithographing Co., Toronto, Ont.
 Benallack Lithographing & Printing Co., The, Montreal, Que.
 Brown Bros., Limited, The, Toronto, Ont. (Adv. page 930.)
 Brown-Searle Printing Co., The, Toronto, Ont.
 Bulman Bros., Limited, Winnipeg, Man.
 Buntin, Gillies & Co., Limited, Hamilton, Ont.
 Consolidated Lithographing & Mfg. Co., Limited, Montreal, Que.
 Copeland-Chatterton-Crain, Limited, Toronto, Ont.
 Copp, Clark Co., Limited, The, Toronto, Ont.
 Davis & Henderson, Toronto, Ont.
 Dawson, W. V., & Co., Montreal, Que.
 Dawson, Chas. F., Limited, Montreal, Que.
 Desbarats & Co., Montreal, Que.
 Duncan Lithographing Co., Limited, The, Hamilton, Ont.
 Duncan, Robert, & Co., Hamilton, Ont.
 "5 in 1" Letter Envelope Co., Limited, The, Toronto, Ont.
 Fortier, Joseph, Montreal, Que.
 Gage, W. J., & Co., Limited, Toronto, Ont. (Adv. page 928.)
 Grand & Toy, Limited, Toronto, Ont.

Granger Freres, Montreal, Que.
 Griffin & Richmond Co., Limited, The, Hamilton, Ont.
 Harris Lithographing Co., The, Toronto, Ont.
 Hart & Riddell, Toronto, Ont.
 Howell Lithographing Co., Hamilton, Ont.
 Johnston, W. S., & Co., Toronto, Ont.
 Lawson & Jones, Limited, London, Ont.
 Librairie Beauchemin, Limited, Montreal, Que.
 London Printing & Lithographing Co., The, London, Ont.
 Lovell, The R. J., Co., Limited, Toronto, Ont.
 Miln-Bingham Printing Co., Toronto, Ont.
 Montreal Lithographing Co., Limited, Montreal, Que. (Adv. page 930.)
 Moore Print Shop, Limited, The, Toronto, Ont.
 Morton, Phillips & Co., Montreal, Que.
 Plow, B., & Co., Limited, Montreal, Que.
 Reason, H. T., & Co., London, Ont.
 Rolph & Clark, Limited, Toronto, Ont. (Adv. page 925.)
 Rylie Bros., Limited, Toronto, Ont.
 Smith, The David, Engraving & Lithographing Co., Toronto, Ont. (Adv. page 933.)
 Southam Printing & Litho. Co., Limited, The, London, Ont.
 Taylor, T. W., Co., Limited, Winnipeg, Man.
 Warwick Bros. & Rutter, Limited, Toronto, Ont.
 Wilson, The J. C., & Co., Limited, Montreal, Que.
2499 STATUARY, Marble.
 McIntosh Granite Co., Limited, Toronto, Ont.
2500 STATUARY, Metal.
 Metallic Roofing Co., of Canada, Limited, The, Toronto, Ont. (Adv. pages 1080-1081.)
 Pedlar Metal Roofing Co., The, Oshawa, Ont.
2501 STATUARY, Religious.
 Blake, W. E., & Son, Toronto, Ont.
2502 STAVES, HOOPS, Etc.
 Cargill, H., & Son, Cargill, Ont.
 Conger Lumber Co., Limited, The, Toronto, Ont.
 Marmora Cooperage Co., Marmora, Ont.
 Pincombe, R. M., Strathroy, Ont.
 Ransford, John, Clinton, Ont.
 Scott, A. A., McGregor, Ont.
 Sutherland, Innes Co., Limited, The, Chatham, Ont. (Adv. page 1114.)
 Windsor Plaster Co., Limited, Windsor, N.S.
2503 STEAMBOATS.
 See Boats, Steamers and Yachts.
2504 STEAMFITTERS' SUPPLIES.
 See Plumbers' Supplies.
2505 STEAM SHOVELS.
 See Shovels, Steam.
2506 STEARINE.
 Harris Abattoir Co., Limited, The, Toronto, Ont.
 Martin, D. B., Limited, West Toronto, Ont.
2507 STEEL, Bar and Merchant.
 Dominion Iron & Steel Co., Limited, Sydney, N.S.
 Hamilton Steel & Iron Co., Limited, The, Hamilton, Ont. (Adv. page 1124.)
 London Rolling Mill Co., Limited, London, Ont.
 Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884.)
 Nova Scotia Steel & Coal Co., Limited, New Glasgow, N.S. (Adv. page 1125.)
 Peck Rolling Mills, Limited, The, Montreal, Que.
 Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091.)

2508 STEEL CASTINGS.
 See Castings, Steel.
2509 STEEL, Cold-Drawn.
 Canadian Drawn Steel Co., Limited, The, Hamilton, Ont. (Adv. page 1127.)
 Union Drawn Steel Co., Limited, Hamilton, Ont. (Adv. page 1127.)
2510 STEEL, Machinery and Polished.
 Canadian Drawn Steel Co., Limited, The, Hamilton, Ont. (Adv. page 1127.)
 Union Drawn Steel Co., Limited, Hamilton, Ont. (Adv. page 1127.)
2511 STEEL, Tool.
 Canada Forge Co., Limited, Welland, Ont. (Adv. page 1129.)
2512 STEEL WORK, Architectural and Structural.
 Canada Foundry Co., Limited, Toronto, Ont.
 Canadian Bridge Co., Limited, The, Walkerville, Ont. (Adv. page 1106.)
 Collingwood Shipbuilding Co., Limited, Collingwood, Ont.
 Dennis Wire & Iron Works Co., Limited, London, Ont. (Adv. page 1120.)
 Dickson Bridge Works Co., Limited, The, Campbellford, Ont. (Adv. page 1129.)
 Dominion Bridge Co., Limited, Montreal, Que. (Adv. page 1106.)
 Galt Art Metal Co., Limited, The, Galt, Ont.
 Hamilton Bridge Works Co., Limited, The, Hamilton, Ont. (Adv. page 883.)
 Hamilton, Wm., Co., Limited, Peterborough, Ont.
 Manitoba Bridge and Iron Works, Limited, The, Winnipeg, Man.
 Matheson, I., & Co., Limited, New Glasgow, N.S.
 McGregor & McIntyre, Limited, Toronto, Ont.
 McNeil, W. P., & Co., New Glasgow, N.S.
 Phoenix Bridge & Iron Works, Limited, The, Montreal, Que.
 Reid & Brown, Toronto, Ont.
 Stratford Bridge & Iron Works Co., Stratford, Ont.
 Vancouver Engineering Works, Limited, Vancouver, B.C.
 Vulcan Iron Works, Limited, The, Winnipeg, Man.
 Western Iron Works, Limited, Winnipeg, Man. (Adv. page 1128.)
2513 STEELS AND WIRES, Corset.
 St. Lawrence Steel & Wire Co., Limited, Gananoque, Ont.
2514 STENCILS, Brass.
 Hamilton Stamp & Stencil Works, Limited, Hamilton, Ont.
 Montreal Stencil Works, Montreal, Que. (Adv. page 934.)
 Pritchard, Andrews Co. of Ottawa, Limited, Ottawa, Ont.
 Superior Mfg. Co., Limited, Toronto, Ont.
 Toronto Stamp & Stencil Works, Toronto, Ont.
 Walker & Campbell, Montreal, Que.
2515 STEREOTYPERS.
 Canada Newspaper Syndicate, Ltd., Montreal, Que.
 Central Press Agency, Limited, The, Toronto, Ont.
 Littlejohn & Vaughan, Limited, Toronto, Ont.
 Methodist Book & Publishing House, Toronto, Ont. (Adv. page 1095.)
 National Electrotype & Stereotype Co., Limited, The, Toronto, Ont.
 Reid Press, Limited, The, Hamilton, Ont.
 Standard Photo Eng. Co., Limited, The, Montreal, Que.
 Toronto Type Foundry Co., Limited, Toronto, Ont.

2516 STICKS, Hockey.

Holland, The G. A., & Son Co., Montreal, Que.
 Salyerda, E. B., Preston, Ont.
 Starr Mfg. Co., Limited, Dartmouth, N.S.
 Still, J. H., Mfg. Co., Limited, St. Thomas, Ont.

2517 STICKS, Lacrosse.

Holland, The G. A., & Son Co., Montreal, Que.

2518 STIFFENERS AND COUNTERS, Boot and Shoe.

Blouin, F., Quebec, Que.
 Duclos & Payan, St. Hyacinthe, Que.
 Guay, Eugene, Montreal, Que.
 Richard & Co., Quebec, Que.
 Rochette, C., Quebec, Que.

2519 STILLS AND CONDENSERS, Copper.

Booth Copper Co., Limited, The, Toronto, Ont.
 Coulter, Wm., & Sons, Toronto, Ont. (Adv. page 1182.)

2520 STILLS, Water.

Wright, E. T., & Co., Hamilton, Ont.

2521 STOCKINGS.

See Hosiery.

2522 STOKERS, Mechanical.

Babcock & Wilcox, Limited, Montreal, Que. (Adv. page 890.)
 Jones Underfeed Stoker Co., Limited, Montreal, Que.

2523 STONE BREAKERS.

See Crushers, Ore and Rock.

2524 STONE, Building.

Brodie, James, & Son, Iberville Junction, Que.
 Fleming Quarries, The, Glen Williams, Ont.
 Laurentian Granite Co., Limited, Montreal, Que.
 Maloney, John, & Co., Toronto, Ont.
 McIntosh Granite Co., Limited, Toronto, Ont.
 Missisquoi Marble Co., Limited, The, Montreal, Que.
 Robertson, D., & Co., Toronto, Ont. (Adv. page 1123.)
 Roman Stone Co., Limited, The, Toronto, Ont.
 Stanstead Granite Quarries Co., Limited, Beebe, Que.
 Winnipeg Supply Co., Limited, Winnipeg, Man.

2525 STONE, Crushed.

Doolittle & Wilcox, Limited, Dundas, Ont.
 Gilley Bros., Limited, New Westminster, B.C.
 Laurentian Granite Co., Limited, Montreal, Que.
 Maloney, John, & Co., Toronto, Ont.
 Point Anne Quarries, Limited, Toronto, Ont.
 Winnipeg Supply Co., Limited, The, Winnipeg, Man.

2526 STONE, Dressed.

Robertson, D., & Co., Toronto, Ont. (Adv. page 1123.)
 Roman Stone Co., Limited, The, Toronto, Ont.

2527 STONES, Grind, Scythe, etc.

Canadian Hart Wheels, Limited, Hamilton, Ont. (Adv. page 1131.)
 Gilmour Bros. & Co., Montreal, Que.

2528 STONES, Lithographic.

Ault & Wiborg Co., of Canada, Limited, The, Toronto, Ont. (Adv. page 1102.)

2529 STONE, Paving.

See Blocks, Paving (Granite).

2530 STONE, Rubble.

Fleming Quarries, The, Glen Williams, Ont.
 Point Anne Quarries, Limited, Toronto, Ont.

2531 STONEWARE.

Belleville Pottery Co., Belleville, Ont.
 Campbell's Sons, R., Hamilton, Ont.

2532 STOOLS, Camp.

Otterville Mfg. Co., Limited, Otterville, Ont.
 Valley City Seating Co., Limited, The, Dundas, Ont.

2533 STOOLS, Office.

Canada Furniture Mfrs., Limited, Woodstock, Ont.
 Canadian Office & School Furniture Co., Limited, The, Preston, Ont. (Adv. page 1115.)
 Krug, The H., Furniture Co., Limited, Berlin, Ont.
 Mundell, John C., & Co., Elora, Ont.
 Office Specialty Mfg. Co., Limited, Toronto, Ont.

2534 STOOLS, Piano and Organ.

Doherty, W., & Co., Clinton, Ont.
 Goderich Organ Co., Limited, The, Goderich, Ont. (Adv. page 1135.)

2535 STOPPERS, Bottle.

Aluminum & Crown Stopper Co., Toronto, Ont.
 2536 STOUT.
 See Porter.
 2537 STORAGE OUTFITS, Gasoline and Oil.
 Bowser, S. F., & Co., Limited, Toronto, Ont.

2538 STOVE PIPE.

See Pipe, Stove.

2539 STOVES, Electric.

See Heating Appliances, electric.
 2540 STOVES, Gas and Oil.
 Bowes, Jamieson & Co., Hamilton, Ont.
 Burrow, Stewart & Milne Co., Limited, The, Hamilton, Ont. (Adv. page 1139.)
 Gurney Foundry Co., Limited, The, Toronto, Ont.
 Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)
 McClary Mfg. Co., The, London, Ont. (Adv. page 913.)

2541 STOVES, Heating and Cooking.

Amherst Foundry Co., Limited, Amherst, N.S.
 Belanger, A., Montmagny, Que.
 Bowes, Jamieson & Co., Hamilton, Ont.
 Buck, The Wm., Stove Co., Limited, Brantford, Ont.
 Burrow, Stewart & Milne Co., Limited, The, Hamilton, Ont. (Adv. page 1139.)
 Butterworth Foundry, Limited, Ottawa, Ont.
 Clare Bros. & Co., Limited, Preston, Ont.
 Copp, W. J., Son & Co., Fort William, Ont.
 Davidson, The, Thos., Mfg. Co., Limited, Montreal, Que. (Adv. page 1130.)
 Doherty Mfg. Co., Limited, Sarnia, Ont.
 Farquhar Bros., Halifax, N.S.
 Findlay Bros. Co., Limited, Carleton Place, Ont.
 Guelph Stove Co., Limited, Guelph, Ont.
 Gurney Foundry Co., Limited, The, Toronto, Ont.
 Gurney, Tilden Co., Limited, The, Hamilton, Ont. (Adv. page 912.)
 Hall, Zryd Foundry Co., Limited, The, Grimsby, Ont.
 Hillis & Sons, Limited, Halifax, N.S.
 McClary Mfg. Co., The, London, Ont. (Adv. page 913.)

McLean, Holt & Co., St. John, N.B.

McLennan, McFeely & Co., Limited, Vancouver, B.C.
 Moffat Stove Co., Limited, The, Weston, Ont.

Moore, The D., Co., Limited, Hamilton, Ont.

New Burrell-Johnson Iron Co., Limited, The, Yarmouth, N.S.

Percival Plow and Stove Co., Ltd., Merrickville, Ont.

Perrin Plow and Stove Co., Ltd., Smith's Falls, Ont.

Plessisville, La Fonderie de, Plessisville, Que.

Prowse, Geo. R., Montreal, Que.

Shaw & Mason, Limited, Sydney, N.S.

Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)

Stewart, The James, Mfg. Co., Limited, Woodstock, Ont.

Tilden, Gurney & Co., Limited, Winnipeg, Man.

Western Foundry Co., Limited, The, Wingham, Ont.

Wheeler & Bain, Toronto, Ont.

Windsor Foundry & Machine Co., Limited, Windsor, N.S.

2542 STOVES, Hot Water Heating.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

2543 STOVES, Laundry, Camp and Car.

Gurney, Tilden Co., Limited, The, Hamilton, Ont. (Adv. page 912.)

McClary Mfg. Co., The, London, Ont. (Adv. page 913.)

Moffat Stove Co., Limited, The, Weston, Ont.

2544 STOVES, Tailor.

Gurney, Tilden Co., Limited, The, Hamilton, Ont. (Adv. page 912.)

2545 STRAIGHTENERS, Axle.

Jardine, A. B., & Co., Hespeler, Ont.

2546 STRAINERS, Brass.

Brass and Steel Goods, Limited, Belleville, Ont.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

2547 STRANDS, Wire.

Dominion Wire Mfg. Co., Limited, Montreal, Que.

Dominion Wire Rope Co., Limited, Montreal, Que.

Greening, The B., Wire Co., Limited, Hamilton, Ont. (Adv. page 1096.)

2548 STRAPS, Deckle.

Canadian Rubber Co., Limited, The, Montreal, Que. (Adv. Outside Back Cover.)

2549 STRAPS, Leather.

Ackerman, B. F., Son & Co., Peterboro, Ont.

Adams Bros. Harness Mfg. Co., Limited, Toronto, Ont.

Edwards, J. E., & Sons, Bracondale, Ont.

General Leather Goods, Limited, Toronto, Ont.

Great West Saddlery Co., Limited, The, Winnipeg, Man.

Heney, E. N., Co., Limited, Montreal, Que.

Lamontagne, Limited, Montreal, Que.

McLaren, The J. C., Belting Co., Limited, Montreal, Que. (Adv. page 919.)

2550 STRAWBOARDS.

Ford, Jos., & Co., Portneuf Station, Que.

Miller Bros., Co., Limited, The, Montreal, Que.

Northumberland Paper & Electric Co., Limited, The, Campbellford, Ont.

Trent River Paper Co., Limited, The, Frankford, Ont.

2551 STRAWS, Paper.

Fletcher Mfg. Co., Limited, Toronto, Ont.

2552 STRAW GOODS.

Allan, A. A., & Co., Toronto, Ont.
 St. John's Straw Works Co., Limited, St. John's, Que.

2553 STRETCHERS, Curtain (Wood).

Otterville Mfg. Co., Limited, Otterville, Ont.
 Thomas Bros., Ltd., St. Thomas, Ont.

2554 STRETCHERS, Wire Fence

Otterville Mfg. Co., Limited, Otterville, Ont.

Page Wire Fence Co., Limited, The, Walkerville, Ont. (Adv. page 1079.)

2555 STRINGS, Piano (Bass).

Coates, A. E. Co., Toronto, Ont.

2556 STUDS (Brass), Shoe and Iron.

Morrow, The John, Screw, Limited, Ingersoll, Ont. (Adv. page 1122.)

2557 SUBSTRUCTURES, Steel.

Ontario Wind Engine & Pump Co., Limited, Toronto, Ont. (Adv. page 1096.)

2558 SUGAR, Icing.

Codville Co., Limited, The, Winnipeg, Man.
 Dalley, The F. F., Co., of Hamilton, Limited, Hamilton, Ont.
 Patrick, W. G., & Co., Toronto, Ont.

2559 SUGAR, Refined.

Acadia Sugar Refining Co., Limited, Halifax, N.S.
 British Columbia Sugar Refining Co., Limited, The, Vancouver, B.C.
 Canada Sugar Refining Co., Limited, The, Montreal, Que. (Adv. page 1113.)
 St. Lawrence Sugar Refining Co., Limited, The, Montreal, Que. (Adv. page 1113.)
 Wallaceburg Sugar Co., Limited, The, Wallaceburg, Ont.

2560 SUIT CASES.

See Telescopes and Suit Cases.

2561 SUITS, Shirt Waist.

See Blouses and Shirtwaists.

2562 SULKIES.

Desjardins, La Compagnie, St. André de Kamouraska, Que.
 Gendron Mfg. Co., Limited, The, Toronto, Ont. (Adv. page 1118.)
 Lochrie, James, Toronto, Ont.

2563 SUPERHEATERS, Steam.

Babcock & Wilcox, Limited, Montreal, Que. (Adv. page 890.)

2564 SURCINGLES.

Turner, J. J., & Sons, Peterboro, Ont.

2565 SURREYS (Vehicles).

Armstrong, The J. B., Mfg. Co., Limited, Guelph, Ont.
 Brantford Carriage Co., Limited, The, Brantford, Ont.
 Canada Carriage Co., The, Brockville, Ont.
 Granby Carriage Co., The, Granby, Que.
 Gray, The Wm., & Sons Co., Limited, Chatham, Ont.
 Greer, A. B., London, Ont.
 Heney, E. N., Co., Limited, Montreal, Que.
 McLaughlin Carriage Co., Limited, Oshawa, Ont.
 Munro & McIntosh Carriage Co., Limited, The, Alexandria, Ont.
 Tudhope Carriage Co., Limited, The, Orillia, Ont.

2566 SUSPENDERS, ARMLETS, etc.

Berlin Suspender Co., Limited, The, Berlin, Ont.
 Crompton Corset Co., Limited, Toronto, Ont.

Hall, The James, Co., Brockville, Ont.
 Montreal Suspender & Umbrella Mfg. Co., Montreal, Que.
 Parisian Corset Mfg. Co., Limited, Quebec, Que.

2567 SWEATERS AND SWEATER COATS.

Ballantyne, R. M., Limited, Stratford, Ont.
 Hewson Woollen Mills, Limited, Amherst, N.S.
 Knitloft Mfg. Co., The, Montreal, Que.
 Monarch Knitting Co., Limited, The, Dunnville, Ont.
 Penmans, Limited, Paris, Ont. (Adv. page 918.)
 Reliance Knitting Co., Limited, The, Toronto, Ont.
 Simpson, Joseph, Sons, Toronto, Ont.
 Turnbull, The C. Co., of Galt, Limited, Galt, Ont.
 Warren Bros., St. Catharines, Ont.
 Wilson, The Harold A., Co., Limited, Toronto, Ont.

2568 SWEEPERS, Carpet.

Bissell Carpet Sweeper Co., Niagara Falls, Ont.
 Shirreff Mfg. Co., Limited, Brockville, Ont.

2569 SWINGS, Lawn.

Barnet Mfg. Co., Limited, The, Renfrew, Ont.
 Dowsell Mfg. Co., Limited, The, Hamilton, Ont. (Adv. page 924.)
 Ontario Wind Engine & Pump Co., Limited, Toronto, Ont. (Adv. page 1096.)
 Stratford Mfg. Co., Limited, The, Stratford, Ont.

2570 SWITCHBOARDS.

Ahearn & Soper, Limited, Ottawa, Ont.
 Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902.)

Canadian General Electric Co., Limited, Toronto, Ont. (Adv. page 1077.)

Canadian Machine Telephone Co., Limited, Toronto, Ont. (Adv. page 1082.)

Canadian Westinghouse Co., Limited, Hamilton, Ont.
 Consolidated Electric Co., Limited, Toronto, Ont.
 Electrical Construction Co., Limited, The, London, Ont.
 Hill Electric Switch Co., Limited, The, Montreal, Que.
 Hinton Electric Co., Limited, The, Vancouver, B.C.
 Northern Electric & Mfg. Co., Limited, The, Montreal, Que. (Adv. page 1078.)
 Norton Telephone Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
 Pringle, The R. E. T. Co., Limited, Montreal, Que.

2571 SWITCHES, Electric.

Canadian General Electric Co., Limited, Toronto, Ont. (Adv. page 1077.)
 Canadian Westinghouse Co., Limited, Hamilton, Ont.
 Consolidated Electric Co., Limited, Toronto, Ont.
 Hill Electric Switch Co., Limited, The, Montreal, Que.
 Munderloh & Co., Montreal, Que.
 Northern Electric & Mfg. Co., Limited, The, Montreal, Que. (Adv. page 1078.)
 Pringle, The R. E. T. Co., Limited, Montreal, Que.

2572 SWITCHES FOR RAILWAYS.

Canadian Ramapo Iron Works, Limited, Niagara Falls, Ont. (Adv. page 910.)
 Manitoba Bridge and Iron Works, Limited, The, Winnipeg, Man.
 Montreal Steel Works, Limited, Montreal, Que. (Adv. page 884.)
 Vulcan Iron Works, Limited, The, Winnipeg, Man.

St. Lawrence Furniture Co., The, Fraserville, Que.
 Stratford Chair Co., Limited, The, Stratford, Ont.
 Strathroy Furniture Co., Limited, The, Strathroy, Ont.
 Windsor Furniture Co., Limited, Windsor, N.S.
 World Furnishing Co., Limited, The, Orillia, Ont.

2586 TABLES, Ironing.

Sutherland, Innes Co., Limited, The, Chatham, Ont. (Adv. page 1114.)
 Taylor-Forbes Co., Limited, Guelph, Ont.

2586a TABLES, Kitchen.

Canada Furniture Mfrs., Limited, Woodstock, Ont.
 Cushing Bros., Co., Limited, Calgary, Alta.
 Knechtel Furniture Co., Limited, The, Hanover, Ont.
 Krug Bros. & Co., Chesley, Ont.
 Lucknow Furniture Co., The, Lucknow, Ont.
 Oliver, J. & Sons, Limited, Ottawa, Ont.
 Weiler Bros., Victoria, B.C.
 Windsor Furniture Co., Limited, Windsor, N.S.

2587 TABLES, Office and Library.

Berlin Interior Hardwood Co., Limited, The, Berlin, Ont.
 Canada Furniture Mfrs., Limited, Limited, Woodstock, Ont.
 Coombe & Watson, Kincardine, Ont.
 Globe Furniture Co., Limited, The, Walkerville, Ont. (Adv. page 1117.)
 Hespeler Furniture Co., Limited, The, Hespeler, Ont.
 Krug, The H., Furniture Co., Limited, Berlin, Ont.
 Library Bureau of Canada, Limited, Ottawa, Ont.

2573 SWIVELS AND CONES, for Wire Ropes.

Cumming, J. W., & Son, New Glasgow, N.S.

2574 SYPHONS.

Hutchinson & Peterson, Toronto, Ont.
 Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
 Selby & Youlden, Limited, Kingston, Ont.

2575 SYRINGES.

Canadian Rubber Co., Limited, The, Montreal, Que. (Adv. Outside Back Cover.)

2576 SYRUP, Corn.

Canada Starch Co., Limited, Brantford, Ont.
 Edwardsburg Starch Co., Limited, Montreal, Que.
 St. Lawrence Starch Co., Limited, Port Credit, Ont.

2577 SYRUPS, Fruit.

Christin, J., & Co., Inc., Montreal, Que.
 Dominion Biscuit Co., Limited, Vancouver, B.C.
 Drake, Francis, New Glasgow, N.S.
 Dunn, Wm. H., Montreal, Que.
 Dyson Co., The, Winnipeg, Man.
 Gurd, Charles, & Co., Limited, Montreal, Que.
 Lytle, The T. A., Co., Limited, Toronto, Ont.
 McGregor-Harris Co., Limited, Toronto, Ont.
 McLaughlin, J. J., Limited, Toronto, Ont.
 National Drug & Chemical Co., of Canada, Limited, Montreal, Que.
 Seely Mfg. Co., Windsor, Ont.
 Smith, J. Hungerford, Co., Limited, Toronto, Ont.

2578 SYRUP, Maple.

Davies, The Wm., Co., Limited, Toronto, Ont.

Ozo Co., Limited, The, Montreal, Que.
 Quebec Preserving Co., Quebec, Que.
 Sugars and Cannery, Limited, Montreal, Que.

2579 SYRUPS, Medicinal.

Parke, Davis & Co., Walkerville, Ont.
 Saunders, W. E., & Co., London, Ont.
 Stearns, Frederick, & Co., Windsor, Ont.

2580 SYRUP, Sugar.

Acadia Sugar Refining Co., Limited, Halifax, N.S.
 Canada Sugar Refining Co., Limited, The, Montreal, Que. (Adv. page 1113.)

2581 SYSTEMS, Loose Leaf.

Copeland-Chatterton-Crain, Limited, Toronto, Ont.
 Davis & Henderson, Toronto, Ont.
 Dawson, Chas. F., Limited, Montreal, Que.
 Dawson, W. V., & Co., Montreal, Que.
 Duncan, Robert, & Co., Hamilton, Ont.
 Fortier, Joseph, Montreal, Que.
 Gage, W. J., & Co., Limited, Toronto, Ont. (Adv. page 928.)
 Guertin Printing Co., Limited, Montreal, Que.
 Hart & Riddell, Toronto, Ont.
 Librairie Beauchemin, Limited, Montreal, Que.
 Library Bureau of Canada, Limited, Ottawa, Ont.
 Mortimer Co., Limited, The, Ottawa, Ont. (Adv. page 1142.)
 Morton, Phillips & Co., Montreal, Que.
 Taylor, T. W., Co., Limited, Winnipeg, Man.
 United Typewriter Co., Limited, Toronto, Ont. (Adv. page 1098.)

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2582 TABLES, Billiard & Pool.

Brunswick-Balke-Collender Co., The, Toronto, Ont.
 Acme Supply Co., Limited, The, Toronto, Ont.
 May, Samuel & Co., Toronto, Ont.

2583 TABLES, Camp and Folding.

Canada Furniture Mfrs., Limited, Woodstock, Ont.
 Otterville Mfg. Co., Limited, Otterville, Ont.

2584 TABLES, Communion, Study and Card.

McLagan, The George, Furniture Co., Limited, Stratford, Ont.
 Valley City Seating Co., Limited, The, Dundas, Ont.

2585 TABLES, Dining-Room (Extension).

Baetz Bros. & Co., Berlin, Ont.
 Baird Bros., Plattsville, Ont.
 Beach Furniture Co., Cornwall, Ont.
 Canada Furniture Manufacturers, Limited, Woodstock, Ont.
 Hespeler Furniture Co., Limited, Hespeler, Ont.
 Kensington Furniture Company, The, Goderich, Ont.
 Knechtel Furniture Co., Limited, The, Hanover, Ont.
 Krug Bros. & Co., Chesley, Ont.
 Krug, The H., Furniture Co., Limited, Berlin, Ont.
 Lucknow Furniture Co., The, Lucknow, Ont.
 McLagan, The George, Furniture Co., Limited, Stratford, Ont.
 Malcolm, The Andrew, Furniture Co., Limited, Kincardine, Ont.
 Meaford Mfg. Co., Limited, The, Meaford, Ont.
 National Table Co., Limited, The, Owen Sound, Ont.
 Oliver, J. & Sons, Limited, Ottawa, Ont.

Malcolm & Souter Furniture Co., Limited, Hamilton, Ont.
 McLagan, The George, Furniture Co., Limited, Stratford, Ont.
 Meaford Mfg. Co., Limited, The, Meaford, Ont.
 National Table Co., Limited, The, Owen Sound, Ont.
 Office Specialty Mfg. Co., Limited, The, Toronto, Ont.
 Paquet & Godbout, St. Hyacinthe, Que.
 Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091.)
 Strathroy Furniture Co., Limited, The, Strathroy, Ont.
 Toronto Furniture Co., Limited, The, Toronto, Ont.

2588 TABLES, Parlor.

Canada Furniture Mfrs., Limited, Woodstock, Ont.
 Hibner, The D., Furniture Co., Limited, Berlin, Ont.
 Hord & Co., Limited, London, Ont.
 Knechtel Furniture Co., Limited, The, Hanover, Ont.
 Krug Bros. & Co., Chesley, Ont.
 Krug, The H., Furniture Co., Limited, Berlin, Ont.
 McLagan, The George, Furniture Co., Limited, Stratford, Ont.
 Malcolm & Souter Furniture Co., Limited, Hamilton, Ont.
 Meaford Mfg. Co., Limited, The, Meaford, Ont.
 Mundell, John C., & Co., Elora, Ont.

National Table Co., Limited, The, Owen Sound, Ont.
 St. Lawrence Furniture Co., The, Fraserville, Que.
 Toronto Furniture Co., Limited, The, Toronto, Ont.

2589 TABLES, Reed and Rattan.
 Gendron Mfg. Co., Limited, The, Toronto, Ont. (Adv. page 1118.)
 Imperial Rattan Co., Limited, Walkerville, Ont. (Adv. page 1116.)

2590 TABLETS, Medicinal.

Frosst, Chas. E., & Co., Montreal, Que.
 Parke, Davis & Co., Walkerville, Ont.
 Saunders, W. E., & Co., London, Ont.
 Stearns, Frederick & Co., Windsor, Ont.

2591 TABLETS, Memorial.

Booth, G., & Son, Toronto, Ont.
 Patterson & Howard, Toronto, Ont.
 Walker & Campbell, Montreal, Que.

2592 TACKS.

Canada Screw Co., Limited, Hamilton, Ont. (Adv. page 1123.)
 Greening, The B. Wire Co., Limited, Hamilton, Ont. (Adv. page 1096.)
 Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884.)
 Peck Rolling Mills, Limited, The, Montreal, Que.

2593 TACKS AND NAILS, Shoe.

Canada Screw Co., Limited, Hamilton, Ont. (Adv. page 1123.)
 Graham Nail Works, The, Toronto, Ont.
 Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884.)
 United Shoe Machinery Co., of Canada, Montreal, Que.

2594 TAGS, Dog and Metal.

Banfield, W. H., & Sons, Toronto, Ont. (Adv. page 1133.)
 Toronto Stamp & Stencil Works, Toronto, Ont.

2595 TAGS, Shipping.

Carter-Crume Co., Limited, The, Toronto, Ont.
 Morton Co., Limited, The, Toronto, Ont. (Adv. page 934.)
 Reason, H. T., & Co., London, Ont.

Souham, Limited, Montreal, Que. (Adv. page 1109-1110).
Wilson, The J. C. & Co., Limited, Montreal, Que.

2596 TAGS, Tobacco.

American Can Co., Montreal, Que. (Adv. page 1143.)
Macdonald Mfg. Co., Limited, Toronto, Ont. (Adv. page 1086).

2597 TALKING MACHINES.

Bertliner Gramophone Co., of Canada, Limited, The, Montreal, Que.

2598 TALLOW.

Carter, E. T., & Co., Toronto, Ont.
Freeman, The W. A., Co., Limited, Hamilton, Ont.
Harris Abattoir Co., Limited, The, Toronto, Ont.
Harris, W., & Co., Toronto, Ont. (Adv. page 1102).
Lawson, S. F., & Co., London, Ont.
Marquis, F. Canac, Quebec, Que.
Martin, D. B., Limited, West Toronto, Ont.
Sadler, Geo. W., & Co., Stanbridge East, Que.
Seward, The L. B., Lubricating Co., Ottawa, Ont.

2598a TANKS, Copper Storage.

Booth Copper Co., Limited, The, Toronto, Ont.
Coulter, Wm., & Sons, Toronto, Ont. (Adv. page 1132).

2599 TANKS, Expansion.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119).

2600 TANKS, Gas.

Commercial Acetylene Co., Toronto, Ont.

2601 TANKS, Sap Gathering.

Grimm Mfg. Co., The, Montreal, Que.

2602 TANKS, Steel.

Bell, The Robt., Engine & Thresher Co., Limited, Seaforth, Ont.
Canada Foundry Co., Limited, Toronto, Ont.
Collingwood Shipbuilding Co., Limited, Collingwood, Ont.
Corbet Foundry & Machine Co., Owen Sound, Ont.
Fleming, Jas., St. John, N.B.
Goldie & McCulloch Co., Limited, The, Galt, Ont. (Adv. page 855).
Hamilton Bridge Works Co., Limited, The, Hamilton, Ont. (Adv. page 883).
Hamilton, Wm., Co., Limited, Peterborough, Ont.
Hamman Steel Car & Engineering Works, Hamilton, Ont.
Helgeson, H. T., Winnipeg, Man.
Inglis, The John Co., Limited, Toronto, Ont. (Adv. page 890).
Jenckes Machine Co., Limited, The, Sherbrooke, Que.
Leonard, E., & Sons, London, Ont. (Adv. page 888).
Manitoba Windmill & Pump Co., Limited, Brandon, Man.
McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136).
Manitoba Bridge & Iron Works, Limited, The, Winnipeg, Man.
Marsh & Henthorn, Limited, Belleville, Ont.
Matheson, I., & Co., Limited, New Glasgow, N.S.
Ontario Wind Engine & Pump Co., Limited, Toronto, Ont. (Adv. page 1096).
Owen Sound Iron Works Co., Limited, The, Owen Sound, Ont.
Plessisville, La Fonderie de, Plessisville, Que.
Polson Iron Works, Limited, Toronto, Ont. (Adv. page 1128).
Powers, F. J., Co., Limited, Ottawa, Ont.
Selby & Youlden, Limited, Kingston, Ont.
Standard Automatic Fire Sprinkler Co., Limited, The, Montreal, Que.

Wheeler & Bain, Toronto, Ont.
White, W. C., Boiler Works, Montreal, Que.
Woodstock Wind-Motor Co., Limited, Woodstock, Ont.

2603 TANKS, Oil.

Bowser, S. F., & Co., Limited, Toronto, Ont.
Davidson, The Thos., Mfg. Co., Limited, Montreal, Que. (Adv. page 1130).
Emerson & Fisher, Limited, St. John, N.B.
Grimm Mfg. Co., The, Montreal, Que.
Marsh & Henthorn, Limited, Belleville, Ont.
Selby & Youlden, Limited, Kingston, Ont.

2604 TANKS, Water Closet.

Briggs, John, & Son, Brockville, Ont.
Cuthbert, W. R., & Co., Montreal, Que.
Goderich Organ Co., Limited, The, Goderich, Ont. (Adv. page 1132).
Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119).
Paquet & Godbout, St. Hyacinthe, Que.
Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138).
Standard Ideal Co., Limited, The, Port Hope, Ont. (Adv. Outside Back Cover).
Toronto Hardware Mfg. Co., Toronto, Ont.
Windsor Furniture Co., Limited, Windsor, N.S.

2605 TANKS, Portable.

American-Abell Engine & Thresher Co., Limited, Toronto, Ont.

2606 TANKS, Wood.

Anglin, S. & Co., Kingston Ont. (Adv. page 1097).
Butcher, F. E., St. Mary's, Ont.
Clark, W. H., & Co., Limited, Edmonton, Alta.
Goold, Shapley & Muir Co., Limited, Brantford, Ont. (Adv. page 892).
Kerr, J. & J., Co., Limited, Petrolia, Ont.
Manitoba Windmill & Pump Co., Limited, Brandon, Man.
Ontario Wind Engine & Pump Co., Limited, Toronto (Adv. page 1096).
Paquet & Godbout, St. Hyacinthe, Que.
Woodstock Wind Motor Co., Limited, Woodstock, Ont.

2607 TANNERS.

See Leather.

2608 TANNEERS' SUPPLIES.

Atteaux Dyestuff & Chemical Co., Limited, Toronto, Ont.
Carter, E. T., & Co., Toronto, Ont.

2609 TAPS, Creamer.

Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087).

2610 TAPS (Thread-cutting, Pipe, etc.), and Dies.

Armstrong, Mervin, Toronto, Ont.
Banfield, W. H., & Sons, Toronto, Ont. (Adv. page 1133).
Jardine, A. B., & Co., Hespeler, Ont.
Pratt & Whitney Co., of Canada, Limited, Dundas, Ont. (Adv. page 898).

2611 TAPE, Adhesive.

Canadian Rubber Co., Limited, Montreal, Que. (Adv. Outside Back Cover).
Dunlop Tire & Rubber Goods Co., Limited, Toronto, Ont. (Adv. page 1145.)

2612 TAPE, Electrical.

Canada Label & Webbing Co., Limited, Toronto, Ont.
Standard Paint Co., of Canada, Limited, The, Montreal, Que.

2613 TAPES, Cotton.

Cascade Narrow Fabric Co., Coaticook, Que.

2614 TAPES, Measuring.

Lufkin Rule Co., of Canada, Limited, The, Windsor, Ont. (Adv. page 1133).

2615 TAPES, Silk.

Cascade Narrow Fabric Co., Coaticook, Que.
Corticelli Silk Co., Limited, Montreal, Que.

2616 TAPESTRIES.

Guelph Carpet Mills Co., Limited, The, Guelph, Ont.

2617 TAR (Coal), and Coal Tar Products.

Carritte, de B., St. John, N.B.
Dominion Paper Co., Montreal, Que.
Dominion Tar & Chemical Co., Limited, The, Sydney, N.S.
Lockerby & McComb, Montreal, Que. (Adv. page 1138).
McArthur, Alex., & Co., Limited, Montreal, Que. (Adv. page 1079).
Paterson Mfg. Co., Limited, The, Toronto, Ont.

2618 TAR, Pine.

Canadian Turpentine, Limited, Montreal, Que.

2619 TARPAULINS.

Bromley & Hague, Limited, Winnipeg, Man.
Edmonton Tent & Mattress Co., Limited, Edmonton, Alta.
Imperial Cotton Co., Limited, Hamilton, Ont. (Adv. page 917).
Sonne, Thos., Sr., Montreal, Que.
Tower Canadian Oiled Clothing Co., Limited, Toronto, Ont.
Turner, J. J., & Sons, Limited, Peterborough, Ont.
Turner, Beeton, & Co., Limited, Victoria, B.C.
Woods, Limited, Ottawa, Ont.

2620 TEA MERCHANTS.

Blue Ribbon, Limited, Winnipeg, Man.
Braid, Wm., & Co., Vancouver B.C.
Codville Co., Limited, The, Winnipeg, Man.
Davies, The Wm., Co., Limited, Toronto, Ont.
de Forest, Harry W., St. John, N.B.
Estabrooks T. H., St. John, N.B.
Ewing, S. H., & Sons, Montreal, Que.

2621 TEDDERS, Hay.

International Harvester Co., of Canada, Limited, Hamilton, Ont. (Adv. page 895).
Massey-Harris Co., Limited, Toronto, Ont. (Adv. page 893).
Maxwell, David, & Sons, St. Mary's, Ont.
2622 TEETH, Dredge Bucket.
Hamilton, Wm., Co., Limited, Peterborough, Ont.
McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136).
Matheson, I., & Co., Limited, New Glasgow, N.S.

2623 TEETH, Harrow.

Bailey-Underwood Co., Limited, New Glasgow, N.S.
Belanger, A., Montmagny, Que.
London Rolling Mill Co., Limited, London, Ont.

2624 TEETH, Thresher.

McFarlane-Neill Mfg. Co., Limited, St. Mary's, N.B.
Toronto Bolt & Forging Co., Limited, Toronto, Ont. (Adv. page 1143).
Whitman & Barnes Mfg. Co., The, St. Catharines, Ont.

2625 TELEGRAPH SIGNAL APPARATUS. Ship.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119).

2626 TELEPHONES.

Canadian Machine Telephone Co., Limited, Toronto, Ont. (Adv. page 1082.)

Forman, John, Montreal, Que.

Jones & Moore Electric Co., Limited, Toronto, Ont. (Adv. page 1100).

Northern Electric & Mfg. Co., Limited, The, Montreal, Que. (Adv. page 1078).

Norton Telephone Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119).

Starr, John, Son & Co., Limited, Halifax, N.S.

2627 TELESCOPES AND SUIT CASES.

Christie Bros., & Co., Limited, Amherst, N.S.
Eveleigh, J., & Co., Limited, Montreal, Que.
Kellys Limited, Halifax, N.S.
Langmuir, The M., Manufacturing Co., Limited, Toronto, Ont. (Adv. page 920).
McBrine, The L., Co., Limited, Berlin, Ont.
McLeod, Hawthorne Co., Limited, Montreal, Que.

2628 TENTS.

See Awnings and Tents.

2629 TERRA COTTA, Architectural.

Montreal Terra Cotta Lumber Co., The, Montreal, Que.
Toronto Pressed Brick & Terra Cotta Works, Milton, Ont.

2630 THERMIT.

Goldschmidt-Thermit Co., Toronto, Ont.

2631 THERMOMETERS, Bakers', Steam and Hot Water.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119).

2632 THIMBLES, Stove Pipe.

Davidson, The Thos., Mfg. Co., Limited, Montreal, Que. (Adv. page 1130).

Kemp Manufacturing Co., Toronto, Ont. (Adv. page 1087).

Metal Shingle & Siding Co., Limited, Preston, Ont. (Adv. page 1083).

Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138).

2633 THREAD, Silk.

Belding, Paul, & Co., Limited, Montreal, Que. (Adv. page 915).
Corticelli Silk Co., Limited, Montreal, Que.

2634 THRESHING MACHINES.

See Machines, Threshing.

2635 TICKETS, Railway, Etc.

International Railway Publishing Co., Limited, Montreal, Que.
Modern Printing Co., The, Montreal, Que.
Souham, Limited, Montreal, Que. (Adv. pages 1109-1110).

2636 TICKINGS.

See Cottons.

2637 TIES, Bale, Wire.

Dominion Wire Manufacturing Co., Limited, Montreal, Que.
Laidlaw Bale Tie Co., The, Hamilton, Ont.
Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884).

2638 TIES, Ladies'.

See Neckwear, Ladies'.

2639 TIES, Railway.

Burrill Lumber Co., The, Shawinigan Falls, Que.
Canadian Pacific Lumber Co., Limited, The, Port Moody, B.C.
Carew, John, Lindsay, Ont.
Columbia River Lumber Co., Limited, Golden, B.C.
Crockett, T., Riviere du Loup, Que.
Gillies Bros., Limited, Braeside, Ont. (Adv. page 1116).
Grier, G. A., & Son, Montreal, Que.
East Kootenay Lumber Co., Limited, Jaffray, B.C.

- Harrison, John, & Sons Co., Limited, Owen Sound, Ont.
 Keenan Bros., Limited, Owen Sound, Ont.
 Leigh, James, & Sons, Victoria, B.C.
 Metis Lumber Co., The, Price, Que.
 Mineral Range Iron Mining Co., Limited, The, Bessemer, Ont.
 Pearce Co., Limited, The, Marmora, Ont.
 Price Bros., & Co., Limited, Quebec, Que.
 Rat Portage Lumber Co., Limited, The, Kenora, Ont.
 Rathbun Co., The, Deseronto, Ont.
 Shawinigan Lake Lumber Co., Limited, The, Victoria, B.C.
 Shives Lumber Co., Limited, Campbellton, N.B.
 Trenholme, T. A., Montreal, Que.
- 2640 **TIES, Railway, Creosoted.**
 Dominion Carbolineum Works, Limited, Vancouver, B.C. (Adv. page 922).
 General Contracting Co., Limited, Toronto, Ont.
- 2641 **TILES, Drain.**
 Vancouver Fire Clay Co., Limited, Vancouver, B.C.
- 2642 **TILES, Mantel, Flooring, and Roofing.**
 Hooper's Marble & Granite Co., Limited, Winnipeg, Man.
 Montreal Terra Cotta Lumber Co., The, Montreal, Que.
 Reid, Robert, Montreal, Que.
 Smith Marble & Construction Co., Limited, Montreal, Que.
 Toronto Pressed Brick & Terra Cotta Works, Milton, Ont.
- 2643 **TILES, Metal.**
 Metallic Roofing Co., of Canada, Limited, The, Toronto, Ont. (Adv. pages 1080-1081).
 Metal Shingle & Siding Co., Limited, Preston, Ont. (Adv. page 1083).
 Pedlar Metal Roofing Co., The, Oshawa, Ont.
- 2644 **TILES, Wall Furring and Lining, Column and Girder Covering.**
 Montreal Terra Cotta Lumber Co., The, Montreal, Que.
- 2645 **TILING, Rubber, Interlocking.**
 Canadian Rubber Co., Limited, Montreal, Que. (Adv. Outside Back Cover).
 Dunlop Tire & Rubber Goods Co., Limited, Toronto, Ont. (Adv. page 1145).
 Gutta Percha & Rubber Mfg. Co., Limited, The, Toronto, Ont. (Adv. Inside Back Cover).
- 2646 **TILLS, Alarm.**
 Gurney Scale Co., The, Hamilton, Ont.
- 2647 **TIMBER, Creosoted.**
 Dominion Carbolineum Works, Limited, Vancouver, B.C. (Adv. page 922).
 General Contracting Co., Limited, Toronto, Ont.
- 2648 **TIMBER, Dimension.**
 See Lumber.
- 2649 **TIME RECORDERS AND DETECTORS.**
 See Recorders, Time.
- 2650 **TIN, Chloride and Bichloride of.**
 Cowan, John, Co., Limited, Montreal, Que.
 Nichols Chemical Co., of Canada, Limited, The, Montreal, Que. (Adv. page 1129).
- 2651 **TIN, Pig and Phosphor.**
 Canada Metal Co., Limited, The, Toronto, Ont. (Adv. page 1122).
 Frankel Bros., Toronto, Ont.
 Syracuse Smelting Works, Montreal, Que.
 Tallman Brass & Metal Co., Hamilton, Ont. (Adv. page 1122).
- 2652 **TINS.**
 See Cans.
- 2653 **TINS, Butter.**
 Aubry, A., & Fils, Montreal, Que.
- 2654 **TINWARE, Plain and Re-tinned, Stamped, Japanned and Lithographed.**
 Aubry, A., & Fils, Montreal, Que.
 Davidson, The Thos., Mfg. Co., Limited, Montreal, Que. (Adv. page 1130).
 Emerson & Fisher, Limited, St. John, N.B.
 Farquhar Bros., Halifax, N.S.
 Kemp Mfg. & Metal Co., Limited, The, Winnipeg, Man.
 Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087).
 McClary Mfg. Co., The, London, Ont. (Adv. page 913).
 Macdonald Mfg. Co., Limited, Toronto, Ont. (Adv. page 1086).
 Prowse, Geo. R., Montreal, Que.
 Shaw & Mason, Limited, Sydney, N.S.
 Standard Tin Works, Limited, Toronto, Ont.
 Wright, E. T., & Co., Hamilton, Ont.
- 2655 **TIPPLES, Coal.**
 Brown Machine Co., The, New Glasgow, N.S.
 Jeffrey Mfg. Co., The, Montreal, Que. (Adv. page 1100).
 Matheson, I., & Co., Limited, New Glasgow, N.S.
- 2656 **TIPS, Rubber, Crutch, Chair, etc.**
 Canadian Rubber Co., Limited, Montreal, Que. (Adv. Outside Back Cover).
 Dunlop Tire & Rubber Goods Co., Limited, Toronto, Ont. (Adv. page 1145).
- 2657 **TIRE BENDERS AND UPSETTERS.**
 Canadian Buffalo Forge Co., Limited, Montreal, Que.
 Jardine, A. B., & Co., Hespeler, Ont.
 London Foundry Co., Limited, The, London, Ont.
 Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1135).
- 2658 **TIRES, Carriage (Solid Rubber).**
 Canadian Rubber Co., Limited, Montreal, Que. (Adv. Outside Back Cover).
 Dunlop Tire & Rubber Goods Co., Limited, Toronto, Ont. (Adv. page 1145).
 Durham Rubber Co., Limited, Bowmanville, Ont. (Adv. page 1094).
 Gutta Percha & Rubber Mfg. Co., Limited, The, Toronto, Ont. (Adv. Inside Back Cover).
- 2659 **TIRES, Carriage, Automobile and Bicycle (Pneumatic).**
 Canadian Rubber Co., Limited, Montreal, Que. (Adv. Outside Back Cover).
 Dunlop Tire & Rubber Goods Co., Limited, Toronto, Ont. (Adv. page 1145).
 Durham Rubber Co., Limited, Bowmanville, Ont. (Adv. page 1094).
 Gutta Percha & Rubber Mfg. Co., Limited, The, Toronto, Ont. (Adv. Inside Back Cover).
- 2660 **TOBACCO, Smoking and Chewing.**
 Dominion Tobacco Co., Montreal, Que.
 Erie Tobacco Co., Limited, The, Windsor, Ont.
 Fortier, J. M., Limited, Montreal, Que. (Adv. page 1094).
 McAlpin Tobacco Co., Toronto, Ont.
 Macdonald, Sir W. C., Montreal, Que.
 Ratray, J., & Co., Limited, Montreal, Que.
 Rock City Tobacco Co., Limited, The, Quebec, Que.
- St. Lawrence Tobacco Co., Limited, The, St. Laurent, Que.
 Tuckett, The Geo. E., & Sons Co., Limited, Hamilton, Ont.
 Walker Sons, Walkerville, Ont.
- 2661 **TOBOGGANS.**
 Dean, Walter, Toronto, Ont.
 Gignac, J. H., Limited, Quebec, Que.
 Holland, The G. A., & Son Co., Montreal, Que.
 Laliberte, J. B., Quebec, Que.
 Ross, Henry, Indian Lorette, Que.
- 2662 **TONGS, Skidding.**
 McFarlane-Neill Mfg. Co., Limited, St. Mary's, N.B.
 Pink, Thomas, Pembroke, Ont.
- 2663 **TONGUES, Wagon and Sleigh.**
 Ackland, D., & Son, Limited, Winnipeg, Man.
 Heard, John, & Co., St. Thomas, Ont.
- 2664 **TOOLS, Bakers', Confectioners' and Ice Cream Makers'.**
 Fletcher Mfg. Co., Limited, Toronto, Ont.
 Gardner, Robert, & Son, Montreal, Que. (Adv. page 896).
 Turner, John, & Son, Toronto, Ont.
- 2665 **TOOLS, Blacksmiths'.**
 Burrow, Stewart & Milne Co., Limited, The, Hamilton, Ont. (Adv. page 1139).
 Canadian Buffalo Forge Co., Limited, Montreal, Que.
 London Foundry Co., Limited, The, London, Ont.
- 2666 **TOOLS, Bookbinders'.**
 Miller & Richard, Toronto, Ont.
 Patterson & Heward, Toronto, Ont.
- 2667 **TOOLS, Canners' and Tin-smiths'.**
 Brown, Boggs Co., Limited, The, Hamilton, Ont. (Adv. page 1105).
 Letson & Burpee, Limited, Vancouver, B.C.
- 2668 **TOOLS, Diamond.**
 Prescott Emery Wheel Co., Limited, Prescott, Ont.
- 2669 **TOOLS, Draining and Ditching.**
 Canadian Shovel & Tool Co., Limited, The, Hamilton, Ont.
 Jones, D. F., Mfg. Co., Limited, Gananoque, Ont.
 Peterborough Shovel & Tool Co., Limited, The, Peterborough, Ont.
- 2670 **TOOLS, Edge.**
 Disston, Henry, & Sons, Limited, Toronto, Ont.
 Fowler, The Josiah, Co., Limited, St. John, N.B.
 Gilmour Bros., & Co., Montreal, Que.
 Welland Vale Mfg. Co., Limited, The, St. Catharines, Ont. (Adv. page 1099).
- 2671 **TOOLS, Garden.**
 Peterborough Shovel & Tool Co., Limited, The, Peterborough, Ont.
 Welland Vale Mfg. Co., Limited, The, St. Catharines, Ont. (Adv. page 1099).
- 2672 **TOOLS, Haying.**
 Bedford Mfg. Co., The, Bedford, Que.
 Buchanan, M. T., & Co., Ingersoll, Ont.
 Cameron, Dunn Mfg. Co., Limited, The, Strathroy, Ont.
- 2673 **TOOLS, Lumbering.**
 Pink, Thomas, Pembroke, Ont.
 Walters, H., & Sons, Hull, Que.
 Welland Vale Mfg. Co., Limited, The, St. Catharines, Ont. (Adv. page 1099).
- 2674 **TOOLS, Machine.**
 Bertram, The John, & Sons, Co., Limited, Dundas, Ont. (Adv. page 899).
 London Machine Tool Co., Limited, The, Hamilton, Ont. (Adv. page 902).
 McDougall, The R., Co., Limited, Galt, Ont. (Adv. page 896).
 MacGregor, Gourlay Co., Limited, The, Galt, Ont.
- 2675 **TOOLS, Milling.**
 Babcock & Wilcox, Limited, Montreal, Que. (Adv. page 890).
 Pratt & Whitney Co., of Canada, Limited, Dundas, Ont. (Adv. page 899).
- 2676 **TOOLS, Pneumatic.**
 Canadian Rand Co., Limited, Montreal, Que.
 Holden Co., Limited, The, Montreal, Que.
- 2677 **TOOLS, Sheet Metal Workers'.**
 Brown, Boggs Co., Limited, Hamilton, Ont. (Adv. page 1105).
 Mechanics Supply Co., Quebec, Que.
- 2678 **TOOLS, Steam Fitters'.**
 Bennett & Wright Co., Limited, The, Toronto, Ont.
 Jardine, A. B., & Co., Hespeler, Ont.
 Mechanics Supply Co., Quebec, Que.
 Pratt & Whitney Co., of Canada, Limited, Dundas, Ont. (Adv. page 898).
 Robertson, The James Co., Limited, Montreal, Que.
- 2679 **TOOLS, Test.**
 Sutherland Rifle Sight Co., Limited, The, New Glasgow, N.S. (Adv. page 1090).
- 2680 **TOOLS, Track.**
 Montreal Steel Works, Limited, Montreal, Que. (Adv. page 824).
- 2681 **TOOLS, Well-Boring.**
 Oil Well Supply Co., Limited, Petrolia, Ont. (Adv. page 1132).
- 2682 **TOOTH PICKS.**
 Thomas Brothers, Limited, St. Thomas, Ont.
- 2683 **TOPS, Boat.**
 Conboy Carriage Co., Limited, Toronto, Ont.
- 2684 **TOPS, Carriage.**
 See Carriage Tops.
- 2685 **TOPS, Table.**
 Algoma Commercial Co., Limited, The, Sault Ste. Marie, Ont.
- 2686 **TOQUES AND CAPS. (Knit).**
 Ballantyne, R. M., Limited, Stratford, Ont.
 Forbes, R., Co., Limited, Hespeler, Ont.
 Goderich Knitting Co., Limited, The, Goderich, Ont.
 Knittofit Mfg. Co., The, Montreal, Que.
 Reliance Knitting Co., Limited, The, Toronto, Ont.
 Warren Bros., St. Catharines, Ont.
- 2687 **TOWEL RACKS.**
 Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119).
- 2688 **TOWELS.**
 Cornwall & York Cotton Mills Co., Limited, St. John, N.B.
 Dominion Textile Co., Limited, Montreal, Que.
- 2689 **TOWERS, Cooling.**
 Canadian Buffalo Forge Co., Limited, Montreal, Que.
- 2690 **TOWERS (Steel), Water, Signal, Windmill, Electric Light, etc.**
 Fleming, James, St. John, N.B.
 Gould, Shapley & Muir Co., Limited, Brantford, Ont. (Adv. page 892).

Hamilton Bridge Works Co., Limited, The, Hamilton, Ont. (Adv. page 883).

Hamilton, Wm., Co., Limited, Peterborough, Ont.

Ontario Wind Engine & Pump Co., Limited, Toronto, Ont. (Adv. page 1096.)

Standard Automatic Fire Sprinkler Co., Limited, The, Montreal, Que.

Woodstock Wind-Motor Co., Limited, Woodstock, Ont.

2691 TOWERS, Water (Fire Department).
Seagrave, W. E., Walkerville, Ont.

2692 TOYS, Wood.
Canada Spool & Bobbin Co., Limited, Walkerton, Ont.

Gendron Mfg. Co., Limited, The, Toronto, Ont. (Adv. page 1118.)

Taylor, Scott & Co., Toronto, Ont.

2693 TRACKS, Barn Door.
Allith Mfg. Co., Limited, Hamilton, Ont.

Beatty Bros., Fergus, Ont.

London Foundry Co., Limited, The, London, Ont.

Taylor-Forbes Co., Limited, Guelph, Ont.

2694 TRACKS, Show Case.
Brass & Steel Goods, Limited, Belleville, Ont.

2695 TRADE PUBLICATIONS.
Acton, The James, Publishing Co., of Toronto, Limited, Toronto, Ont.

Canadian Manufacturer Publishing Co., Limited, Toronto, Ont.

Farmer's Advocate, of Winnipeg, Limited, The, Winnipeg, Man.

Gagnier, H., Limited, Toronto, Ont.

Imperial Publishing Co., Limited, The, Halifax, N.S.

MacLean, Hugh C., Limited, Toronto, Ont.

MacLean Publishing Co., Limited, The, Toronto, Ont. (Adv. page 1084.)

Monetary Times Printing Co., Toronto, Ont.

Weld, The William, Co., Limited, London, Ont.

2696 TRAMWAYS.
Jenckes Machine Co., Limited, The, Sherbrooke, Que.

Waterous Engine Works Co., Limited, The, Brantford, Ont. (Adv. page 889.)

2697 TRANSFORMERS.
Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902.)

Canadian General Electric Co., Limited, Toronto, Ont. (Adv. page 1077.)

Canadian Westinghouse Co., Limited, Hamilton, Ont.

Forman, John, Montreal, Que.

Packard Electric Co., Limited, The, St. Catharines, Ont.

2698 TRANSMISSION APPLIANCES.
Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902.)

Chapman Double Ball Bearing Co., Limited, Toronto, Ont. (Adv. page 1085.)

Dodge Mfg. Co., of Toronto, Limited, Toronto, Ont. (Adv. page 903.)

Goldie & McCulloch Co., Limited, The, Galt, Ont. (Adv. page 885.)

Laurie Engine & Machine Co., Limited, Montreal, Que.

Reeves Pulley Mfg. Co., Limited, The, Toronto, Ont.

Williams, The Madison, Mfg. Co., Limited, Lindsay, Ont.

2699 TRAPS, Basin and Sink.
Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

2700 TRAPS, Fly.
Wright, E. T., & Co., Hamilton, Ont.

2701 TRAPS, Game.
Oneida Community, Limited, Niagara Falls, Ont.

2702 TRAPS, Grease.
Darling Bros., Limited, Montreal, Que.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

2703 TRAPS, Lead.
Canada Metal Co., Limited, The, Toronto, Ont. (Adv. page 1122.)

McAvity, T., & Sons, Limited, St. John, N.B.

Robertson, The James, Co., Limited, Montreal, Que.

Somerville, Limited, Toronto, Ont. (Adv. page 935.)

2703a TRAPS, Mouse and Rat.
Oneida Community, Limited, Niagara Falls, Ont.

Thomas Brothers, Limited, St. Thomas, Ont.

Wright, E. T., & Co., Hamilton, Ont.

2704 TRAPS, Steam.
Bennett & Wright Co., Limited, The, Toronto, Ont.

Canada Foundry Co., Limited, Toronto, Ont.

Darling Bros., Limited, Montreal, Que.

Dominion Radiator Co., Limited, The, Toronto, Ont.

General Fire Extinguisher Company, Montreal, Que.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)

Sheldons, Limited, Galt, Ont. (Adv. page 1101.)

2705 TRAYS, Metal.
Macdonald Mfg. Co., Limited, Toronto, Ont. (Adv. page 1086.)

2706 TRAYS, Paper.
Collett, E. B., Toronto, Ont.

Coulter, The J., Co., Limited, Toronto, Ont.

Imperial Paper Box Co., Toronto, Ont.

2707 TREAD HORSE-POWERS.
See Horse-powers, Tread.

2708 TRIMMINGS, Carriage.
Conboy Carriage Co., Limited, The, Toronto, Ont.

Guelph Carriage Top Co., Guelph, Ont.

Walkerville Carriage Goods Co., Limited, The, Walkerville, Ont.

2709 TRIMMINGS, Dairy.
Aubry, A., & Fils, Montreal, Que.

Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087.)

McClary Mfg. Co., The, London, Ont. (Adv. page 913.)

2710 TRIMMINGS, Drapery, Military, Millinery, Etc.
Dominion Cord & Tassel Co., The, Montreal, Que.

Moulton & Co., Montreal, Que.

Peters, J. Henry, Co., Toronto, Ont.

Textile Trimmings, Co., The, Toronto, Ont.

White-Allan Co., of Toronto, Limited, The, Toronto, Ont.

2711 TRIMMINGS, Furniture (Brass).
Brass & Steel Goods, Limited, Toronto, Ont.

Hahn Brass Co., Limited, The, New Hamburg, Ont.

Newell Mfg. Co., The, Prescott, Ont.

2712 TRIMMINGS, Furriers' and Undertakers'.
Moulton & Co., Montreal, Que.

Peters, J. Henry, Co., Toronto, Ont.

2713 TRIMMINGS, Harness.
Edwards, J. E., & Sons, Brantford, Ont.

General Leather Goods, Limited, Toronto, Ont.

2714 TRIMMINGS, Railway and Car (Brass).
Mitchell, The Robt., Co., Limited, Montreal, Que.

2715 TRIMMINGS, Stove.
Bowmanville Foundry Co., Limited, The, Bowmanville, Ont. (Adv. page 1129.)

Hall, Zryd Foundry Co., Limited, The, Grimsby, Ont.

2716 TRIMMINGS, Upholstering.
Gold Medal Furniture Mfg. Co., Limited, Toronto, Ont.

White-Allan Co. of Toronto, Limited, The, Toronto, Ont.

2717 TROUGHS, Iron and Steel.
Canada Foundry Co., Limited, Toronto, Ont.

Matheson, I., & Co., Limited, New Glasgow, N.S.

Turner, John, & Son, Toronto, Ont.

2718 TROWELS, Plastering.
Smith, R. H., Co., Limited, St. Catharines, Ont.

2719 TRUCKS, Bag, Factory and Warehouse.
Augustin & Daudelin, St. Hyacinthe, Que.

Bell, B., & Son Co., Limited, St. George, Ont.

Burrow, Stewart & Milne Co., Limited, The, Hamilton, Ont. (Adv. page 1139.)

Corbet Foundry & Machine Co., Owen Sound, Ont.

Gendron Manufacturing Co., Limited, The, Toronto, Ont. (Adv. page 1118.)

Gurney Scale Co., The, Hamilton, Ont.

Hall Engineering Works, Montreal, Que.

Hamman Steel Car & Engineering Works, Hamilton, Ont.

Jennings, A., & Co., Montreal, Quebec

London Foundry Co., Limited, The, London, Ont.

Long, The E., Mfg. Co., Limited, Orillia, Ont.

Meaford Wheelbarrow Co., Limited, The, Meaford, Ont.

Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)

Mussens, Limited, Montreal, Que.

Shantz, P. E., Preston, Ont.

Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)

Thomas Bros., Limited, St. Thomas, Ont.

Toronto Pressed Steel Co., Limited, The, Toronto, Ont.

Verity Plow Co., Limited, The, Brantford, Ontario. (Adv. page 892.)

Watson, John, Mfg. Co., Limited, Ayr, Ont.

Wilkinson Plow Co., Limited, Toronto, Ont.

2720 TRUCKS, Brick, Tile and Lumber.
Bechtels, Limited, Waterloo, Ont.

Corbet Foundry & Machine Co., Owen Sound, Ont.

Hamman Steel Car & Engineering Works, Hamilton, Ont.

Matheson, I., & Co., Limited, New Glasgow, N.S.

Sheldons, Limited, Galt, Ont. (Adv. page 1101.)

2721 TRUCKS, Canning Factory.
Letson & Burpee, Limited, Vancouver, B.C.

Watson, John, Mfg. Co., Limited, Ayr, Ont.

2722 TRUCKS, Electric Car and Locomotive.
Canada Foundry Co., Limited, Toronto, Ont.

Montreal Steel Works, Limited, Montreal, Que. (Adv. page 884.)

2723 TRUCKS, Farm, Freight, Log and Lumber.
Adams Wagon Co., Limited, Brantford, Ont.

Bain Wagon Co., Limited, The, Woodstock, Ont.

Bell, B., & Son Co., Limited, St. George, Ont.

Dominion Wrought Iron Wheel Co., Limited, Orillia, Ont.

Jennings, A., & Co., Montreal, Que.

Petrolia Wagon Co., Limited, Petrolia, Ont.

West Lorne Wagon Co., Limited, West Lorne, Ont.

Woodstock Wagon & Mfg. Co., Limited, The, Woodstock, Ont.

2724 TRUCKS, Hook and Ladder, and Aerial.
Seagrave, W. E., Walkerville, Ont.

Smith Bros., Toronto, Ont.

2725 TRUCKS, Motor.
Canada Cycle & Motor Co., Limited, West Toronto, Ont. (Adv. page 936.)

2726 TRUCKS, Railway Freight Car.
Dominion Car & Foundry Co., Limited, Montreal, Que. (Adv. page 887.)

2727 TRUCKS, Steamboat, Dock and Railway.
Bell, B., & Son Co., Limited, St. George, Ont.

Burrow, Stewart & Milne Co., Limited, The, Hamilton, Ont. (Adv. page 1139.)

Jennings, A., & Co., Montreal, Que.

London Foundry Co., Limited, London, Ont.

Meaford Wheelbarrow Co., Limited, The, Meaford, Ont.

Mussens, Limited, Montreal, Que.

Shantz, P. E., Preston, Ont.

Watson, John, Mfg. Co., Limited, Ayr, Ont.

West Lorne Wagon Co., Limited, West Lorne, Ont.

2728 TRUNKS.
Adams Bros. Harness Mfg. Co., Limited, Toronto, Ont.

Christie Bros. & Co., Limited, Amherst, N.S.

Eveleigh, J., & Co., Limited, Montreal, Que.

Hill Mfg. Co., The, Quebec, Que.

Kelly's Limited, Halifax, N.S.

Lamontagne, Limited, Montreal, Que.

Langmuir, The M., Manufacturing Co., Limited, Toronto, Ont. (Adv. page 920.)

McBrine, The L., Co., Limited, Berlin, Ont.

McLeod, Hawthorne Co., Limited, Montreal, Que.

Trunk & Leather Goods Co., Toronto, Ont.

2729 TRUSSES, Roof.
Canadian Bridge Co., Limited, The, Walkerville, Ont. (Adv. page 1106.)

Fleming, James, St. John, N.B.

Hamilton Bridge Works Co., Limited, The, Hamilton, Ont. (Adv. page 883.)

McGregor & McIntyre, Limited, Toronto, Ont.

Matheson, I., & Co., Limited, New Glasgow, N.S.

Phoenix Bridge & Iron Works, Limited, The, Montreal, Que.

2730 TUBES, Boiler.
Babcock & Wilcox, Limited, Montreal, Que. (Adv. page 890.)

2731 TUBES, Mailing.
Canada Paper Box Co., Limited, The, Montreal, Que.

Dominion Paper Box Co., Limited, Toronto, Ont. (Adv. page 1099.)

Hamilton Paper Box Co., Hamilton, Ont.

Hand, T. W., Firework Co., Limited, Hamilton, Ont.

Mace, Geo. A., & Co., Montreal, Que.

Major Mfg. Co., Limited, The,
Montreal, Que.
Somerville, C. R. London, Ont.

2732 TUBES, Speaking.

Shipway Iron, Bell & Wire Mfg.
Co., Limited, Toronto, Ont.
Wheeler & Bain, Toronto, Ont.

2733 TUBING, Gold, Silver and Plated.

Canadian Seamless Wire Co., Lim-
ited, Toronto, Ont.

2734 TUBING, Rubber.

Canadian Rubber Co., Limited,
Montreal, Que. (Adv. Outside
Back Cover).
Dunlop Tire & Rubber Goods Co.,
Limited, Toronto, Ont. (Adv.
page 1145).
Gutta Percha & Rubber Mfg. Co.,
Limited, The, Toronto, Ont.
(Adv. Inside Back Cover).

2735 TUBING, Wrought, Black and Galvanized.

See Pipe, Wrought, Black and
Galvanized.

2736 TUBS, Bath.

Amherst Foundry Co., Limited,
Amherst, N.S.
Standard Ideal Co., Limited, The,
Port Hope, Ont. (Adv. Outside
Back Cover).

2737 TUBS, Cedar, Ice Cream.

Fletcher Mfg. Co., Limited, To-
ronto, Ont.

2738 TUBS, Fibre.

Eddy, The E. B., Co., Limited,
Hull, Que. (Adv. page 901).

2739 TUBS, Hoisting, Etc.

Beatty, M., & Sons, Limited,
Welland, Ont. (Adv. page
888).

2740 TUBS, Laundry, Cement.

Standard Contracting Co., Lim-
ited, Toronto, Ont.

2741 TUBS, Laundry, Enameled.

Amherst Foundry Co., Limited,
Amherst, N.S.

2742 TUBS, Stave (Butter, Wash, etc).

Boeckh Bros. Co., Limited, The, To-
ronto, Ont. (Adv. page 1100).
Cane, Wm., & Sons Co., New-
market, Ont.
Clark Bros., Sutton, Que.
Eddy, The E. B., Co., Limited,
Hull, Que. (Adv. page 901).
Keenan Woodenware Mfg. Co.,
Limited, Owen Sound, Ont.
Thomas Bros., Limited, St.
Thomas, Ont.

2743 TUBS, Wash (Galvanized).

Aubry, A., & Fils, Montreal, Que.
Kemp Mfg. Co., Toronto, Ont.
(Adv. page 1087).

2744 TUGS.

See Boats, Steamers, and Yachts.

2745 TUMBLERS.

Diamond Flint Glass Co., Limited,
Montreal, Que.
Sydenham Glass Co. of Wallace-
burg, Limited, The, Wallace-
burg, Ont.

2746 TURBINES, Steam.

Allis-Chalmers-Bullock, Limited,
Montreal, Que. (Adv. page
902).
Canadian General Electric Co.,
Limited, Toronto, Ont. (Adv.
page 1077).
Hamilton, Wm. Co., Limited
Peterborough, Ont.
McDougall, The John, Caledonian
Iron Works Co., Limited, Mont-
real, Que. (Adv. page 1136).

2747 TURBINES, Water.

Allis-Chalmers-Bullock, Limited,
Montreal, Que. (Adv. page
902).
Barber, Chas., & Sons, Meaford, Ont.
Jenckes Machine Co., Limited,
The, Sherbrooke, Que.

2748 TURNBUCKLES.

Canadian Billings & Spencer,
Limited, Welland, Ont. (Adv.
page 1107).
Dominion Wire Rope Co., Lim-
ited, The, Montreal, Que.
Miller Bros. & Toms, Montreal,
Que. (Adv. page 1134).
Montreal Steel Works, Limited,
Montreal, Que. (Adv. page
884).
Starr Mfg. Co., Limited, Dart-
mouth, N.S.
Toronto Bolt & Forging Co., Lim-
ited, Toronto, Ont. (Adv.
page 1143).

2749 TURNED GOODS (Wood).

Aitchison, D., & Co., Hamilton,
Ont.
B. C. Mills, Timber & Trading
Co., Vancouver, B.C.
Cameron, Dunn Mfg. Co., The,
Strathroy, Ont.
Canada Spool & Bobbin Co.,
Limited, Walkerton, Ont.
Chatham Bent Goods Co., Lim-
ited, The, Chatham, Ont.
Clark, W. H., & Co., Limited,
Edmonton, Alta.
Crown Lumber Co., Limited, The,
Woodstock, Ont.
Cushing Bros. Co., Limited, Cal-
gary, Alta.
Czerwinski Box Co., Limited, Win-
nipeg, Man.
Davidson, James, Ottawa, Ont.
Eaton, J. R., & Sons, Orillia, Ont.
Georgian Bay Shook Mills, Lim-
ited, Midland, Ont.
Gignac, J. H., Limited, Quebec,
Que.
Gillett, William George, Nelson,
B.C.
Grant, John J., New Glasgow,
N.S.
Hanbury Mfg. Co., The, Brandon,
Man.
Heaps, E. H., & Co., Vancouver,
B.C.
Itzweire & Sarrasin, Montreal,
Que.
Kerr, J. & J., Co., Limited, Pe-
trolia, Ont.

Rea, A. E., & Co., Limited, To-
ronto, Ont.
Telford & O'Rourke Garment Co.,
Rock Island, Que.

2765 UNDERSKIRTS, Silk.

Canadian Underskirt Co., Limited,
The, Toronto, Ont.
Fairbairn, R. D., Co., Limited, To-
ronto, Ont.
Rea, A. E., & Co., Limited, To-
ronto, Ont.
Stewart, Howe & Meek Co.,
Limited, Toronto, Ont.

2766 UNDERTAKING SUP- PLIES.

Elliot, James S., & Son, Pres-
cott, Ont.
Girard & Godin, Three Rivers,
Que.

Knight Bros. Co., Limited,
Burk's Falls, Ont.
Lachute Shuttle Co., Limited,
Lachute Mills, Que.
Lemon, Gonnason & Co., Vic-
toria, B.C.
Loughead Bros., Limited, Sarnia,
Ont.
Murray, G. W., Co., Limited,
Winnipeg, Man.
Muskoka Wood Mfg. Co., Limited,
The, Huntsville, Ont.
Ornamental Wood, Limited, To-
ronto, Ont.
Otterville Mfg. Co., Limited,
Otterville, Ont.
Pacific Coast Lumber Mills, Lim-
ited, Vancouver, B.C.
Paquet & Godbout, St. Hyacinthe,
Que.

Paule, The U., & Fils Co., Mont-
real, Que.
Phillips & Wrinch, Limited, To-
ronto, Ont.
Rathbun Co., The, Deseronto,
Ont.
Rhodes, Curry & Co., Limited,
Amherst, N.S. (Adv. page 1091).
Robertson & Hackett, Vancouver,
B.C.
Rutherford, The Wm., & Sons
Co., Montreal, Que. (Adv. page
1116).
Schultz Bros. Co., Limited, The,
Brantford, Ont.
Scott, The J. C., Co., Limited, To-
ronto, Ont.
Sheppard, James, & Son, Sorel,
Que.
Spencer Bros. & Turner, Limited,
Truro, N.S.
Still, J. H., Mfg. Co., Limited,
St. Thomas, Ont.
Tait & Co., Toronto, Ont.
Tremblay, F., & Cie, Montreal,
Que.
Walton, Geo., & Co., Belleville,
Ont.
Wattsburg Lumber Co., Limited,
Wattsburg, B.C.
Western Planing Mills Co., Calgary,
Alta.
West Lorne Wagon Co., Limited,
The, West Lorne, Ont.
Wilson Bros., Limited, Colling-
wood, Ont.

2750 TURNS, Cupboard.

Belleville Hardware Co., Limited,
The, Belleville, Ont.

2751 TURNABLES, Locomotive.

Canada Foundry Co., Limited,
Toronto, Ont.
Canadian Bridge Co., Limited,
The, Walkerville, Ont. (Adv.
page 1106).
Dominion Bridge Co., Limited,
Montreal, Que. (Adv. page
1106).
Hamilton Bridge Works Co., Lim-
ited, The, Hamilton, Ont.
(Adv. page 883).
Hamman Steel Car & Engineering
Works, Hamilton, Ont.
Jenckes Machine Co., Limited,
The, Sherbrooke, Que.
Matheson, I., & Co., Limited, New
Glasgow, N.S.
McNeil, Wm. P., & Co., New Glas-
gow, N.S.

Globe Casket Co., The, London,
Ont.
National Casket Co., Toronto,
Ont.
Semmens & Ewel Casket Co.,
Limited, The, Hamilton, Ont.

2767 UNDERWEAR, Balbrig- gan.

Eagle Knitting Co., Limited, The,
Hamilton, Ont.
Kingston Hosiery Co., Limited,
Kingston, Ont.
Penmans Limited, Paris, Ont.
(Adv. page 918).
Simpson, Joseph, Sons, Toronto,
Ont.

2768 UNDERWEAR, Cotton.

See Whitewear, Ladies' and
Children's.

2752 TURPENTINE.

Canadian Turpentine, Limited,
Montreal, Que.

2753 TUYERE IRONS.

See Irons, Tuyere.

2754 TWEEDS.

See Cloth, Tweed.

2755 TWINE, Binder.

Brantford Cordage Co., Limited,
The, Brantford, Ont.
Canadian Cordage Mfg. Co., Lim-
ited, Peterborough, Ont.
Consumers Cordage Co., Limited,
Montreal, Que.
Farmers Binder Twine Co., Lim-
ited, The, Brantford, Ont.
Plymouth Cordage Co., Welland,
Ont.

2756 TWINE, Cotton.

Cornwall & York Cotton Mills
Co., Limited, St. John, N.B.
Dominion Textile Co., Limited,
Toronto, Ont.
Doon Twine & Cordage Co., Lim-
ited, The, Doon, Ont. (Adv.
page 916).
Hamilton Cotton Co., Hamilton,
Ont. (Adv. page 915).
Imperial Cotton Co., Limited,
Hamilton, Ont. (Adv. page 917).
Shurly & Derrett, Limited, To-
ronto, Ont. (Adv. page 916).

2757 TWINE, Hemp, Jute and Flax.

Consumers Cordage Co., Limited,
Montreal, Que.
Doon Twine & Cordage Co., Lim-
ited, Doon, Ont. (Adv. page
916).
Shurly & Derrett, Limited, To-
ronto, Ont. (Adv. page 916).
Smart Bag Co., Limited, The,
Montreal, Que. (Adv. page
1098).

2758 TWINE, Sewing, Stitching, Broom and Whisk.

Doon Twine & Cordage Co., Lim-
ited, The, Doon, Ont. (Adv.
page 916).

2759 TWINE, Tarred.

Consumers Cordage Co., Limited,
Montreal, Que.

2760 TWINE, Upholsterers', Mattress, Sail, etc.

Doon Twine & Cordage Co., Lim-
ited, The, Doon, Ont. (Adv.
page 916).
Imperial Cotton Co., Limited,
Hamilton, Ont. (Adv. page 917).

2761 TWINES, Wrapping.

Doon Twine & Cordage Co., Lim-
ited, The, Doon, Ont. (Adv.
page 916).
Imperial Cotton Co., Limited,
Hamilton, Ont. (Adv. page 917).

2762 TYPEWRITERS.

Williams Mfg. Co., Limited, The,
Montreal, Que.

2769 UNDERWEAR, Flannel.

Caldwell Pure Wool Clothing Co.,
Ottawa, Ont.
Turner, Beeton & Co., Limited,
Victoria, B.C.

2770 UNDERWEAR, Knit.

Bates & Innes, Carleton Place, Ont.
Eagle Knitting Co., Limited, The,
Hamilton, Ont.
Ellis Mfg. Co., Limited, Hamil-
ton, Ont.
Galt Knitting Co., Limited, Galt,
Ont. (Adv. page 918).
Graham, D., Sons & Co., Ingle-
wood, Ont.
Hewson Woollen Mills, Limited,
Amherst, N.S.
Hudson Bay Knitting Co., The,
Montreal, Que.

U

2763 UMBRELLAS.

Dominion Umbrella Factory, The,
Montreal, Que.
Fairbairn, R. D. Co., Limited, To-
ronto, Ont.
Irving Umbrella Co., Limited,
The, Toronto, Ont.
Montreal Suspender & Umbrella
Mfg. Co., Montreal, Que.

2764 UNDERSKIRTS.

Bean & Stewart Skirt Co., The,
St. Stephen, N.B.
Canadian Underskirt Co., Lim-
ited, The, Toronto, Ont.
Fairbairn, R. D., Co., Limited, To-
ronto, Ont.
Northway, John, & Son, Limited,
Toronto, Ont.
Pugh Mfg. Co., The, Toronto,
Ont.

Kingston Hosiery Co., Limited, Kingston, Ont.
 Knitofit Mfg. Co., The, Montreal, Que.
 Penmans, Limited, Paris, Ont. (Adv. page 918).
 Perry, G. B., Knitting Co., Hamilton, Ont.
 Puritan Knitting Mills Co., Limited, Toronto, Ont.
 Schofield Woollen Co., Limited, The, Oshawa, Ont.
 Simpson, Joseph, Sons, Toronto, Ont.
 Turnbull, The C., Co. of Galt, Limited, Galt, Ont.
 Waterhouse, Thomas, & Co., Ingersoll, Ont.
 Zimmerman Mfg. Co., Limited, Hamilton, Ont.

2771 UNDERWEAR, Knit (Elastic.)

Graham, D., & Sons Co., Inglewood, Ont.
 Hudson Bay Knitting Co., The, Montreal, Que.
 Knitofit Mfg. Co., The, Montreal, Que.
 Schofield Woollen Co., Limited, The, Oshawa, Ont.
 Turnbull, The C., Co. of Galt, Limited, Galt, Ont.

2772 UNDERWEAR, Knit, Fleece-lined (Men's.)

Galt Knitting Co., Limited, Galt, Ont. (Adv. page 918).
 Graham, D., Sons & Co., Inglewood, Ont.

2787 VACCINES.

Parke, Davis & Co., Walkerville, Ont.

2788 VALISES.

See Bags, Travelling.

2789 VALVES, Back Pressure.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119).
 Sheldons, Limited, Galt, Ont. (Adv. page 1101).

2790 VALVES, Gate and Globe.

Calgary Iron Works, Limited, Calgary, Alta.
 Canada Foundry Co., Limited, Toronto, Ont. (Adv. page 993).
 Canadian Brass Co., Limited, Galt, Ont.
 Cuthbert, W. R., & Co., Montreal, Que.
 Doherty Mfg. Co., Limited, Sarina, Ont.
 Economical Gas Apparatus Construction Co., Limited, The, Toronto, Ont.
 Empire Mfg. Co., Limited, The, London, Ont.
 Fairbanks, E. & T., & Co., Limited, Sherbrooke, Que.
 Garth Co., The, Montreal, Que.
 General Brass Works, Limited, The, Toronto, Ont.
 General Fire Extinguisher Company, Montreal, Que.
 Kerr Engine Co., Limited, The, Walkerville, Ont. (Adv. page 891).
 Jenkins Bros., Limited, Montreal, Que.
 London Foundry Co., Limited, The, London, Ont.
 McAvity, T., & Sons, Limited, St. John, N.B.
 Mitchell, The Robert, Co., Limited, Montreal, Que.
 Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119).
 Niagara Falls Machine & Foundry Co., Limited, Niagara Falls, Ont. (Adv. page 1107).
 Robertson, The James, Co., Limited, Montreal, Que.
 Whitfield, The John, Co., Toronto, Ont.

2791 VALVES, Radiator.

Dominion Radiator Co., Limited, The, Toronto, Ont.
 Jenkins Bros., Limited, Montreal, Que.

Kingston Hosiery Co., Limited, Kingston, Ont.
 Penmans, Limited, Paris, Ont. (Adv. page 918).
 Simpson, Joseph, Sons, Toronto, Ont.

2773 UNDERWEAR, Ribbed (Ladies' and Children's.)

Eagle Knitting Co., Limited, The, Hamilton, Ont.
 Ellis Mfg. Co., Limited, Hamilton, Ont.
 Knitofit Mfg. Co., The, Montreal, Que.
 Penmans, Limited, Paris, Ont. (Adv. page 918).
 Perry, G. B., Knitting Co., Hamilton, Ont.
 Simpson, Joseph, Sons, Toronto, Ont.
 Turnbull, The C., Co. of Galt, Limited, Galt, Ont.

2774 UNDERWEAR, Silk.

Corticelli Silk Co., Limited, Montreal, Que.
 Turnbull, The C., Co. of Galt, Limited, Galt, Ont.

2775 UNDERWEAR, Woollen and Worsted.

Permans, Limited, Paris, Ont. (Adv. page 918).

2776 UNIFORMS.

Broderick, Frank & Co., Toronto, Ont.

Kerr Engine Co., Limited, The, Walkerville, Ont. (Adv. page 891).
 Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119).

2792 VALVES, Rubber.

Canadian Rubber Co., Limited, The, Montreal, Que. (Adv. Outside Back Cover).
 Dunlop Tire & Rubber Goods Co., Limited, Toronto, Ont. (Adv. page 1145).
 Durham Rubber Co., Limited, Bowmanville, Ont. (Adv. page 1094).
 Gutta Percha & Rubber Mfg. Co., Limited, The, Toronto, Ont. (Adv. Inside Back Cover).
 Jenkins Bros., Limited, Montreal, Que.

2793 VALVES, Safety and Pressure Reducing.

Babcock & Wilcox, Limited, Montreal, Que. (Adv. page 890).
 Canadian Brass Co., Limited, Galt, Ont.
 Chadwick Bros., Hamilton, Ont.
 Cuthbert, W. R., & Co., Montreal, Que.
 Darling Bros., Limited, Montreal, Que.
 Garth Co., The, Montreal, Que.
 Hamilton Brass Mfg. Co., Limited, The, Hamilton, Ont.
 Jenkins Bros., Limited, Montreal, Que.
 McAvity, T., & Sons, Limited, St. John, N.B.
 Mitchell, The Robert, Co., Limited, Montreal, Que.
 Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119).
 Sheldons, Limited, Galt, Ont. (Adv. page 1101).
 Whitfield, The John, Co., Toronto, Ont.

2794 VANNERS, Frue.

Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 802).
 Jenckes Machine Co., Limited, The, Sherbrooke, Que.

2795 VARNISH.

Ault & Wiborg Co., of Canada, Limited, The, Toronto, Ont. (Adv. page 1102).
 Berry Bros., Limited, Walkerville, Ont.

Crown Tailoring Co., Limited, The, Toronto, Ont.
 Gilchrist Clothing, Limited, The, Toronto, Ont.
 Inglis, W. J., Montreal, Que.

2777 UNIFORMS, Society and Lodge.

Mortimore & Blackeby, Toronto, Ont.

2778 UNLOADERS, Hay and Grain.

Wortman & Ward Co. Limited, The, London, Ont.

2779 UPHOLSTERED FURNITURE.

See Furniture, Upholstered

2780 UPHOLSTERY GOODS.

Gold Medal Furniture Mfg. Co., Limited, Toronto, Ont.
 Hees, Geo. H., Son & Co., Limited, Toronto, Ont.
 Montreal Cotton Co., Valleyfield, Que.
 Textile Trimings Co., The, Toronto, Ont.

2781 UPPERS, Boot and Shoe.

See Leather, Boot and Shoe Upper.

2782 URINALS, Enameled Cast Iron.

Standard Ideal Co., Limited, The, Port Hope, Ont. (Adv. Outside Back Cover).

Brandram-Henderson, Limited, Montreal, Que.

Canada Paint Co., Limited, The, Montreal, Que. (Adv. page 1103).

Canadian Oil Companies, Limited, Toronto, Ont.
 Crescent Oil Co., The, Hamilton, Ont.

Dods, P. D., & Co., Limited, Montreal, Que.

Dougall Varnish Co., Limited, The, Montreal, Que.

Domestic Specialty Co., Limited, Hamilton, Ont.

Dominion Tar & Chemical Co., Limited, The, Sydney, N.S.

Harland, Wm., & Son, Toronto, Ont.

Imperial Varnish & Color Co., Limited, The, Toronto, Ont. (Adv. page 1102).

International Varnish Co., Limited, Toronto, Ont. (Adv. page 1103).

Jamieson, R. C., & Co., Limited, Montreal, Que.

Langmuir, James, & Co., Limited, Toronto, Ont.

McColl Bros. & Co., Toronto, Ont.

Martin Senour Co., Limited, The, Montreal, Que.

Moore, Benjamin, & Co., Limited, West Toronto, Ont.

Muirhead, A., Co., Limited, Toronto, Ont.

Ottawa Paint Works, The, Ottawa, Ont.

Pendray, W. J., Victoria, B.C.

Ramsay, A., & Son Co., Montreal, Que.

Robertson, The James, Co., Limited, Montreal, Que.

Scarfe & Co., Brantford, Ont. (Adv. page 1103).

Sherwin-Williams Co., The, Montreal, Que.

Standard Paint & Varnish Co., Limited, Windsor, Ont.

Standard Paint Co., of Canada, Limited, The, Montreal, Que.

Stephens, G. F., & Co., Limited, Winnipeg, Man.

2796 VASES, Iron.

Canada Foundry Co., Limited, Toronto, Ont.

Dennis Wire & Iron Works Co., Limited, London, Ont. (Adv. page 1120).

Shantz, P. E., Preston, Ont.

Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138).

Watson, John, Mfg. Co., Limited, Ayr, Ont.

2783 URN COCKS.

Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119).

2784 UTENSILS, Cooking, Aluminum.

Hahn Brass Co., Limited, New Hamburg, Ont.

2785 UTENSILS, Cooking, Enameled and Copper.

Davidson, The Thos., Mfg. Co., Limited, Montreal, Que. (Adv. page 1130).
 Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087).
 McClary Mfg. Co., The, London, Ont. (Adv. page 913).

2786 UTENSILS, Household and Dairy (Tin and Sheet Iron.)

Aubry, A., & Fils, Montreal, Que.
 Davidson, The Thos., Mfg. Co., Limited, Montreal, Que. (Adv. page 1130).
 Farquhar Bros., Halifax, N.S.
 Kemp Mfg. Co., Toronto, Ont. (Adv. page 1087).
 McClary Mfg. Co., The, London, Ont. (Adv. page 913).
 Stevely, Wm., & Co., London, Ont.

2797 VATS, Cheese and Cream.

Anglin, S., & Co., Kingston, Ont. (Adv. page 1097).
 Plessisville, La Fondrie de, Plessisville, Que.
 Richardson, C., & Co., St. Mary's, Ont.
 Stevely, Wm., & Son, London, Ont.

2798 VAULTS AND VAULT DOORS.

Ahern Safe Co., Limited, Montreal, Que.
 Goldie & McCulloch Co., Limited, The, Galt, Ont. (Adv. page 885).
 Powers, P. J., Co., Limited, Ottawa, Ont.

2799 VAULT FITTINGS, Metal.

Eclipse Mfg. Co., Limited, The, Ottawa, Ont.
 Office Specialty Mfg. Co., Limited, Toronto, Ont.

2800 VEGETABLES, Canned.

Bloomfield Packing Co., Limited, Bloomfield, Ont.
 Burlington Canning Co., Limited, The, Burlington, Ont.
 Canadian Cannery, Limited, Hamilton, Ont. (Adv. page 1111).
 Essex Canning & Preserving Co., Limited, Essex, Ont.
 Kootenay Jam Co., Limited, Nelson, B.C.
 Old Homestead Canning Co., The, Picton, Ont.
 Oshawa Canning Co., Limited, Oshawa, Ont.
 Wetley, J. H., Limited, St. Catharines, Ont.

2802 VEHICLES.

See Carriages; Cutters; Sleighs; Wagons

2803 VEHICLES IN THE WHITE.

See Carriage Bodies in the White.

2804 VEHICLES, Motor, Gasoline, and Electric.

See Automobiles.

2805 VEILINGS.

See Frillings, Ruchings, and Veilings.

2806 VELOCIPEDES AND TRICYCLES.

Gendron Mfg. Co., Limited, The, Toronto, Ont. (Adv. page 1118).

2807 VELOCIPEDES, Railway.

Besette, La Cie, J. & S., Ltee, Iberville, Que.
Marsh & Henthorn, Limited, Belleville, Ont.

2808 VENEERS.

Algoma Commercial Co., Limited, The, Sault Ste. Marie, Ont.
Canada Wood Specialty Co., Limited, The, Orillia, Ont.
Fisher Bros., & Co., Toronto, Ont.
Hay & Co., Woodstock, Ont.
Oakville Basket Co., The, Oakville, Ont.
Rider & Kitchener Co., Limited, The, Lindsay, Ont.

2809 VENEERS, Cheese Box.

Canada Wood Specialty Co., Limited, The, Orillia, Ont.

2810 VENEERS, Cigar Box.

Beck, Adam, London, Ont.
Oakville Basket Co., The, Oakville, Ont.

2811 VENETIANS.

See Cloth, Venetian.

2812 VENTILATORS.

Burrow, Stewart & Milne Co., Limited, The, Hamilton, Ont. (Adv. page 1139.)
Canadian Buffalo Forge Co., Limited, Montreal, Que.

2825 WAGONS, Ambulance and Military Transport.

Boyce Carriage Co., The, Winnipeg, Man.
Greer, A. B., London, Ont.
Guy, Matthew, Oshawa, Ont.
Mitchell & Co., Ingersoll, Ont.
Petrolia Wagon Co., Limited, Petrolia, Ont.
Smith Bros., Toronto, Ont.
Truro Carriage Co., Truro, N.S.

2826 WAGONS, Children's Express.

Gendron Mfg. Co., Limited, The, Toronto, Ont. (Adv. page 1118.)
Woodstock Wagon & Mfg. Co., Limited, The, Woodstock, Ont.

2827 WAGONS, Delivery (Automobile.)

Boyce Carriage Co., The, Winnipeg, Man.
Canada Cycle & Motor Co., Limited, West Toronto, Ont. (Adv. page 936.)
Ford Motor Company of Canada, Limited, The, Walkerville, Ont. (Adv. page 904.)
McLaughlin Motor Car Co., Limited, Oshawa, Ont.
Seagrave, W. E., Walkerville, Ont.

2828 WAGONS, Dumping.

Bain Wagon Co., Limited, The, Woodstock, Ont.

2829 WAGONS, Farm.

Adams Wagon Co., Limited, Brantford, Ont.
Bain Wagon Co., Limited, The, Woodstock, Ont.
Chatham Wagon Co., Limited, The, Chatham, Ont.
Desjardins, La Compagnie, St. André de Kamouraska, Que.
Dominion Wrought Iron Wheel Co., Limited, Orillia, Ont.
Heard, John, & Co., St. Thomas, Ont.
Jackson Wagon Co., Limited, St. George, Ont.
Massey-Harris Co., Limited, Toronto, Ont. (Adv. page 893.)
Petrolia Wagon Co., Limited, Petrolia, Ont.
Speight Wagon Co., Limited, The, Markham, Ont.

Harris, The J. W., Mfg. Co., Limited, Montreal, Que.

Hughes, J. W., & Son, Montreal, Que.

Luxfer Prism Co., Limited, Toronto, Ont.

Metal Shingle & Siding Co., Limited, Preston, Ont. (Adv. page 1083.)

Metallic Roofing Co., of Canada, Limited, The, Toronto, Ont. (Adv. pages 1080-1081.)
Ormsby, A. B., Limited, Toronto, Ont. (Adv. page 1096.)

Pease Foundry Co., Limited, Toronto, Ont.

Pease-Waldon Co., Limited, Winnipeg, Man.

Pedlar Metal Roofing Co., The, Oshawa, Ont.

Reed, Geo. W., & Co., Limited, Montreal, Que.

Sheldons, Limited, Galt, Ont. (Adv. page 1101.)

Toronto Furnace & Crematory Co., Limited, Toronto, Ont.

Wheeler & Bain, Toronto, Ont.

2813 VENTS, Fire Clay.

Standard Drain Pipe Co., of St. Johns, Que., Limited, The, St. Johns, Que. (Adv. page 1133.)

2814 VENTS, Radiator.

Penberthy Injector Co., Limited, Windsor, Ont.

2815 VERMILION.

Brandram-Henderson, Limited, Montreal, Que.
Canada Paint Co., Limited, The, Montreal, Que. (Adv. page 1108.)

Toronto Pressed Steel Co., Limited, The, Toronto, Ont.

West Lorne Wagon Co., Limited, West Lorne, Ont.

Whitaker, Wm., & Son, Oakville, Ont.

Wilkinson Plow Co., Toronto, Ont.

Woodstock Wagon & Mfg. Co., Limited, The, Woodstock, Ont.

2830 WAGONS, Fire (Hose, Chemical, Etc.)

Boyce Carriage Co., The, Winnipeg, Man.

Seagrave, W. E., Walkerville, Ont.

Smith Bros., Toronto, Ont.

Truro Carriage Co., Truro, N.S.

2831 WAGONS, Freight, Coal, Heavy, Express, Etc.

Adams Wagon Co., Limited, Brantford, Ont.

Bain Wagon Co., Limited, The, Woodstock, Ont.

Petrolia Wagon Co., Limited, Petrolia, Ont.

St. Lawrence Wagon Co., Limited, Montreal, Que.

Smith Bros., Toronto, Ont.

Tremblay, F., & Co., Montreal, Que.

Whitaker, Wm., & Sons, Oakville, Ont.

2832 WAGONS, Light Delivery, Spring, Baggage, Etc.

Adams Wagon Co., Limited, Brantford, Ont.

Bain Wagon Co., Limited, The, Woodstock, Ont.

Brantford Carriage Co., Limited, The, Brantford, Ont.

Brown, S., Toronto, Ont.

Boyce Carriage Co., The, Winnipeg, Man.

Canada Carriage Co., The, Brockville, Ont.

Dominion Carriage Co., Limited, Toronto, Ont.

Gray, The Wm., & Sons Co., Limited, Chatham, Ont.

Heney, E. N., Co., Limited, Montreal, Que.

Jennings, A., & Co., Montreal, Que.

McLaughlin Carriage Co., Limited, Oshawa, Ont.

Meaford Wheelbarrow Co., Limited, The, Meaford, Ont.

2816 VESTMENTS, Church.

Blake, W. E., & Son, Toronto, Ont.

2817 VESTS.

Canada Neckwear, Limited, Toronto, Ont.

Chalcraft, W. E., & Co., Limited, Toronto, Ont.

Perry, G. B., Knitting Co., Hamilton, Ont.

Salem Co., Limited, Montreal, Que.

2818 VETERINARY PREPARATIONS.

Beaver Mfg. Co., Limited, The, Galt, Ont.

International Stock Food Co., Toronto, Ont.

Pratt Food Co., of Canada, Limited, Toronto, Ont.

2819 VINEGAR.

Blackwood's, Limited, The, Winnipeg, Man.

Dominion Vinegar Works Co., Montreal, Que.

Dyson Co., The, Winnipeg, Man.

Imperial Vinegar & Pickling Co., of Hamilton, Limited, The, Hamilton, Ont.

National Drug & Chemical Co., of Canada, Limited, Montreal, Que.

Ozo Co., Limited, The, Montreal, Que.

Port Dover Evaporating Co., The, Port Dover, Ont.

Robinson, O. E., & Co., Ingersoll, Ont.

W

Mount Forest Carriage Co., Limited, The, Mount Forest, Ont.

Munro & McIntosh Carriage Co., Limited, The, Alexandria, Ont.

Shanahan Carriage Co., The, Penetanguishene, Ont.

Smith Bros., Toronto, Ont.

Tremblay, F., & Co., Montreal, Que.

Tudhope Carriage Co., Limited, The, Orillia, Ont.

Truro Carriage Co., Truro, N.S.

Watson, John, Mfg. Co., Limited, Ayr, Ont.

Whitaker, Wm., & Sons, Oakville, Ont.

Woodstock Wagon & Mfg. Co., Limited, The, Woodstock, Ont.

2833 WAGONS, Ore.

Bain Wagon Co., Limited, The, Woodstock, Ont.

2834 WAGONS, Street Sprinkler.

Smith Bros., Toronto, Ont.

2835 WAISTS, Corset.

Crompton Corset Co., Limited, Toronto, Ont.

Dominion Corset Co., Quebec, Que.

Parisian Corset Mfg. Co., Limited, Quebec, Que.

2836 WAISTS, Silk.

Helena Costume Co., Limited, London, Ont.

Ladies' Wear, Limited, Toronto, Ont.

Sparks Bros., Ottawa, Ont.

Stewart, Howe & Meek Co., Limited, Toronto, Ont.

2837 WAITERS, Dumb.

Darling Brothers, Limited, Montreal, Que.

Paquet & Godbout, St. Hyacinthe, Que.

Parkin Elevator Co., Limited, Hespeler, Ont. (Adv. page 1101.)

Turnbull Elevator Mfg. Co., The, Toronto, Ont.

Warden King, Limited, Montreal, Que.

2838 WALL PAPER.

See Paper, wall, or paper hangings.

St. Hyacinthe Distillery Co., Limited, The, St. Hyacinthe, Que.

Taylor & Pringle Co., Limited, Owen Sound, Ont.

Wilson, Lytle, Badgerow Co., Limited, The, Toronto, Ont.

2820 VISES, Bench.

Brown, Boggs Co., Limited, The, Hamilton, Ont. (Adv. page 1105.)

London Foundry Co., Limited, The, London, Ont.

Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)

Stevens Co., of Galt, Limited, The, Galt, Ont.

2821 VISES, Drill

Stevens Co., of Galt, Limited, The, Galt, Ont.

2822 VISES, Horseshoers'.

Jardine, A. B., & Co., Hespeler, Ont.

London Foundry Co., Limited, The, London, Ont.

2823 VISES, Saw.

Belleville Hardware Co., Limited, Belleville, Ont.

Burrow, Stewart & Milne Co., Limited, The, Hamilton, Ont. (Adv. page 1139.)

Taylor-Forbes Co., Limited, Guelph, Ont.

2824 VOLTMETERS.

See Meters, Electrical.

2839 WARDROBES.

Hespeler Furniture Co., Limited, The, Hespeler, Ont.

Meaford Mfg. Co., Limited, The, Meaford, Ont.

Malcolm, Andrew, Furniture Co., Limited, Kincardine, Ont.

Oliver, J., & Sons, Limited, Ottawa, Ont.

Paquet & Godbout, St. Hyacinthe, Que.

St. Lawrence Furniture Co., The, Fraserville, Que.

2840 WARPS, Cotton.

Carter, E. T., & Co., Toronto, Ont.

Cornwall and York Cotton Mills Co., Limited, St. John, N.B.

Dominion Textile Co., Limited, Montreal, Que.

Hamilton Cotton Co., Hamilton, Ont. (Adv. page 915.)

Paris Winney Mills Co., The, Paris, Ont. (Adv. page 1134.)

2841 WASHBOARDS.

Boeckh Bros. Co., Limited, The, Toronto, Ont. (Adv. page 1100.)

Eddy, The E. B., Co., Limited, Hull, Que. (Adv. page 901.)

Meakins & Sons, Hamilton, Ont.

Taylor, Scott & Co., Toronto, Ont.

Thomas Bros., Limited, St. Thomas, Ont.

2842 WASHERS, Air.

Canadian Buffalo Forge Co., Limited, Montreal, Que.

Sheldons, Ltd., Galt, Ont. (Adv. page 1101.)

2843 WASHERS, Cloth, for Woolen Mills.

Karch, H. W., Hespeler, Ont.

2844 WASHERS, Iron, Wrought Iron, Steel, Etc.

Calgary Iron Works, Limited, Calgary, Alta.

Canada Steel Goods Co., Limited, Hamilton, Ont.

Corbet Foundry and Machine Co., Owen Sound, Ont.

Cowan & Britton, Gananoque, Ont.

London Rolling Mill Co., Limited, London, Ont.

Matheson, I., & Co., Limited, New Glasgow, N.S.
 Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)
 Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884.)
 Parmenter & Bulloch Co., Limited, The, Gananoque, Ont.
 Peck Rolling Mills, Limited, The, Montreal, Que.
 Starr Mfg. Co., Limited, Dartmouth, N.S.
 Toronto Bolt & Forging Co., Limited, Toronto, Ont. (Adv. page 1143.)

2845 WASHERS, Rubber.
 Canadian Rubber Co., Limited, The, Montreal, Que. (Adv. Outside Back Cover.)
 Dunlop Tire & Rubber Goods Co., Limited, Toronto, Ont. (Adv. page 1145.)
 Gutta Percha & Rubber Mfg. Co., Limited, The, Toronto, Ont. (Adv. Inside Back Cover.)

2846 WASHING COMPOUNDS.
 See Soda, sal.

2847 WASHSTAND TOPS, German Silver.
 Mitchell, The Robt., Co., Limited, Montreal, Que.

2848 WASTE, Cotton.
 Bauer, A., & Co., Waterloo, Ont.
 Hamilton Engine Packing Co., Hamilton, Ont.
 Montreal Cotton & Wool Waste Co., Limited, Montreal, Que.

2849 WASTE, Wool.
 Montreal Cotton & Wool Waste Co., Limited, Montreal, Que.

2850 WATCHCASES.
 American Watch Case Co., Limited, Toronto, Ont.
 Ellis, P. W., & Co., Limited, Toronto, Ont. (Adv. page 1121.)
 Montreal Watch Case Co., Limited, The, Montreal, Que.

2851 WATER, Aerated.
 Blackwoods, Limited, The, Winnipeg, Man.
 Calgary Brewing & Malting Co., Limited, Calgary, Alta.
 Coca-Cola Co., The, Toronto, Ont.
 Christin, J., & Co., Inc., Montreal, Que.
 Drake, Francis, New Glasgow, N.S.
 Drewry, Edward L., Winnipeg, Man. (Adv. page 1130.)
 Gurd, Charles, & Co., Limited, Montreal, Que.
 Sanitaris, Limited, Arnprior, Ont.
 McLaughlin, J. J., Limited, Toronto, Ont.
 Nelson Brewing Co., Limited, Nelson, B.C.
 Timmons, M., & Son, Quebec, Que.
 Tune, J., & Son, London, Ont.

2852 WATER, Mineral.
 Caledonia Springs Co., Limited, Caledonia Springs, Ont.
 Christin, J., & Co., Inc., Montreal, Que.
 Gurd, Charles, & Co., Limited, Montreal, Que.
 McLaughlin, J. J., Limited, Toronto, Ont.
 Ready, James, Limited, St. John, N.B.
 Sanitaris, Limited, Arnprior, Ont.
 Taylor & Pringle Co., Limited, Owen Sound, Ont.
 1,000 Islands Mineral Water Co., Brockville, Ont.
 Timmons, M., & Son, Quebec, Que.
 Tune, J., & Son, London, Ont.
 White, The Robt., Co., Limited, Montreal, Que.

2853 WATER SOFTENERS AND PURIFIERS.
 Babcock & Wilcox, Limited, Montreal, Que. (Adv. page 890.)
 Royal Crown Soaps, Limited, The, Vancouver, B.C.

2854 WATER WHEELS.
 See Wheels, water, turbine.

2855 WATERS, Toilet.
 Sanitol Chemical Laboratory Co., Toronto, Ont.
 Seely Mfg. Co., Windsor, Ont.

2856 WATTMETERS.
 See Meters, Electrical.

2857 WAX, Floor.
 Commercial Oil Co., Limited, The, Hamilton, Ont.
 Langmuir, James, & Co., Limited, Toronto, Ont.
 Muirhead, A., Co., Limited, Toronto, Ont.

2858 WAX, Paraffine.
 Canadian Oil Companies, Limited, Toronto, Ont.
 Imperial Oil Co., Limited, The, Montreal, Que.
 Queen City Oil Co., Limited, The, Toronto, Ont. (Adv. page 1134.)

2859 WEBBINGS.
 Canada Label & Webbing Co., Limited, Toronto, Ont.
 Cascade Narrow Fabric Co., Coaticook, Que.
 Colonial Weaving Co., Limited, Peterborough, Ont.

2860 WEBS, Girth, Halter, Rein, Blanket, Etc.
 Hamilton Cotton Co., Hamilton, Ont. (Adv. page 915.)

2861 WEDGES.
 Cumming, J. W., & Son, New Glasgow, N.S.
 Matheson, I., & Co., Limited, New Glasgow, N.S.
 Pink, Thomas, Pembroke, Ont.
 Whitman & Barnes Mfg. Co., The, St. Catharines, Ont.

2862 WEEDERS.
 Maxwell, David, & Sons, St. Marys, Ont.

2863 WEIGHERS, Threshing Machine.
 American-Abell Engine & Thresher Co., Limited, Toronto, Ont.
 Bell, The Robt., Engine & Thresher Co., Limited, Seaford, Ont.
 Helgeson, H. T., Winnipeg, Man.
 New Hamburg Mfg. Co., Limited, The, New Hamburg, Ont.

2864 WEIGHTS.
 Fairbanks, E. & T., & Co., Limited, Sherbrooke, Que.
 Gurney Scale Co., The, Hamilton, Ont.

2865 WELTING, Shoe.
 Dugal, P., & Matte, Quebec, Que.
 Sadler & Haworth, Montreal, Que. (Adv. page 1137.)

2866 WHEAT FLAKES, Meal, Etc.
 See Flour, wheat.

2867 WHEELBARROWS.
 Baird, H. C., Son & Co., Limited, Parkhill, Ont.
 Bell, B., & Son Co., Limited, St. George, Ont.
 Cossitt Co., Limited, The, Brockville, Ont.
 Fleury's Sons, J., Aurora, Ont.
 Hamilton Facing Mill Co., Limited, Hamilton, Ont. (Adv. page 1107.)
 London Foundry Co., Limited, The, London, Ont.
 Maxwell, David, & Sons, St. Marys, Ont.
 Meaford Wheelbarrow Co., Limited, The, Meaford, Ont.
 Mussels, Limited, Montreal, Que.
 Paris Plow Co., Limited, The, Paris, Ont.
 Schultz Bros. Co., Limited, The, Brantford, Ont.
 Shantz, P. E., Preston, Ont.
 Thomas Brothers, Limited, St. Thomas, Ont.
 Toronto Pressed Steel Co., Limited, The, Toronto, Ont.
 Verity Plow Co., Limited, Brantford, Ont. (Adv. page 892.)

Viles, W. F., Cowansville, Que.
 Watson, John, Mfg. Co., Limited, Ayr, Ont.
 Wilkinson Plow Co., Limited, The, Toronto, Ont.

2868 WHEELBARROWS, Railway (Iron.)
 Bell, B., & Son Co., Limited, St. George, Ont.
 London Foundry Co., Limited, The, London, Ont.
 Meaford Wheelbarrow Co., Limited, The, Meaford, Ont.
 Mussels, Limited, Montreal, Que.
 Watson, John, Mfg. Co., Limited, Ayr, Ont.
 Wilkinson Plow Co., Toronto, Ont.

2869 WHEELBARROWS, Toy.
 Gendron Mfg. Co., Limited, The, Toronto, Ont. (Adv. page 1118.)

2870 WHEELS, Automobile.
 Chaplin Wheel Co., Limited, The, Chatham, Ont.

2871 WHEELS, Car.
 Canada Car Co., Limited, Montreal, Que.
 Canada Iron Corporation, Limited, Montreal, Que. (Adv. page 1126.)

Fleck, Alexander, Limited, Ottawa, Ont.
 Hammant Steel Car & Engineering Works, Hamilton, Ont.
 Lumen Bearing Co., West Toronto, Ont. (Adv. page 1111.)
 McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)

Marsh & Henthorn, Limited, Belleville, Ont.
 Matheson, I., & Co., Limited, New Glasgow, N.S.
 Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)
 Rhodes, Curry & Co., Limited, Amherst, N.S. (Adv. page 1091.)
 Tallman Brass and Metal Co., Hamilton, Ont. (Adv. page 1122.)

2872 WHEELS, Carriage (in the white.)
 Armstrong, The J. B., Mfg. Co., Limited, Guelph, Ont.
 Benjamin Mfg. Co., Limited, The, Yarker, Ont.

Chaplin Wheel Co., Limited, The, Chatham, Ont.
 Finlay, J., & Sons Co., Norwood, Ont.
 McVean, O. & W., Dresden, Ont.
 Ontario Wheel Co., Limited, The, Gananoque, Ont.
 Scott, R., & Son, Limited, Galt, Ont.

2873 WHEELS, Corundum, Emery and Adamite.
 Adamite Wheel & Mfg. Co., The, Hamilton, Ont.
 Canadian Hart Wheels, Limited, Hamilton, Ont. (Adv. page 1131.)
 Disston, Henry, & Sons, Limited, Toronto, Ont.
 Prescott Emery Wheel Co., Limited, Prescott, Ont.

2874 WHEELS, Fly and Gear.
 Bertram, The John, & Sons Co., Limited, Dundas, Ont. (Adv. page 899.)

Gardner, Robt., & Son, Montreal, Ont. (Adv. page 896.)
 Goldie & McCulloch Co., Limited, The, Galt, Ont. (Adv. page 885.)
 Kennedy, The Wm., & Sons, Limited, Owen Sound, Ont.
 Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)
 Robb Engineering Co., Limited, Amherst, N.S. (Adv. page 886.)
 Watrous Engine Works Co., Limited, The, Brantford, Ont. (Adv. page 889.)

2875 WHEELS, Iron, Grooved.
 Dodge Mfg. Co. of Toronto, Limited, Toronto, Ont. (Adv. page 903.)
 Goldie & McCulloch Co., Limited, The, Galt, Ont. (Adv. page 885.)

2876 WHEELS (Metal), for Children's Vehicles.
 Gendron Mfg. Co., Limited, The, Toronto, Ont. (Adv. page 1118.)

2877 WHEELS, Propeller.
 Brown Machine Co., The, New Glasgow, N.S.
 Collingwood Shipbuilding Co., Limited, Collingwood, Ont.
 Fleming, James, St. John, N.B.
 Kennedy, The Wm., & Sons, Limited, Owen Sound, Ont.
 Matheson, I., & Co., Limited, New Glasgow, N.S.
 Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)
 Polson Iron Works, Limited, Toronto, Ont. (Adv. page 1128.)
 Selby & Youlden, Limited, Kingston, Ont.
 St. John Iron Works, Limited, St. John, N.B.

2878 WHEELS, Ratchet and Sprocket.
 Bertram, The John, & Sons Co., Limited, Dundas, Ont. (Adv. page 899.)
 Dodge Mfg. Co., Limited, Toronto, Ont. (Adv. page 903.)
 Hamilton, Wm. Co., Limited, Peterborough, Ont.
 Jeffrey Mfg. Co., The, Montreal, Que. (Adv. page 1100.)
 Jenckes Machine Co., Limited, The, Sherbrooke, Que.
 Long, The E., Mfg. Co., Limited, Orillia, Ont.
 Matheson, I., & Co., Limited, New Glasgow, N.S.
 Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)

2879 WHEELS, Truck and Wagon.
 Bell, B., & Son Co., Limited, St. George, Ont.
 Benjamin Mfg. Co., Limited, The, Yarker, Ont.
 Finlay, J., & Son Co., Norwood, Ont.
 Heard, John, & Co., St. Thomas, Ont.
 McVean, O. & W., Dresden, Ont.
 Ontario Wheel Co., Limited, The, Gananoque, Ont.
 Scott, R., & Son, Limited, Galt, Ont.
 Watson, John, Mfg. Co., Limited, Ayr, Ont.

2880 WHEELS, Vehicle, Steel.
 Dominion Wrought Iron Wheel Co., Limited, Orillia, Ont.

2881 WHEELS, Water, Turbine.
 Allis-Chalmers-Bullock, Limited, Montreal, Que. (Adv. page 902.)
 Barber, Chas., & Sons, Meaford, Ont.
 Fleming, James, St. John, N.B.
 Hamilton, Wm., Co., Limited, Peterborough, Ont.
 Jenckes Machine Co., Limited, The, Sherbrooke, Que.
 Kennedy, The Wm., & Sons, Limited, Owen Sound, Ont.
 McDougall, The John, Caledonian Iron Works Co., Limited, Montreal, Que. (Adv. page 1136.)
 Plessisville, La Fonderie de, Plessisville, Que.
 Watrous Engine Works Co., Limited, Brantford, Ont. (Adv. page 889.)
 Williams, The, Madison, Mfg. Co., Limited, Lindsay, Ont.

2882 WHIFFLETREES.
 Ackland, D., & Son, Limited, Winnipeg, Man.
 Cameron, Dunn Mfg. Co., Limited, The, Strathroy, Ont.
 Canada Wheel Works, Limited, The, Merriton, Ont. (Adv. page 1079.)
 Columbia Handle & Lumber Co., The, London, Ont.
 Defiance Handle & Turning Co., Limited, Holstein, Ont.
 Heard, John, & Co., St. Thomas, Ont.
 Pink, Thomas, Pembroke, Ont.
 Scott, R., & Son, Limited, Galt, Ont.
 Still, J. H., Mfg. Co., Limited, St. Thomas, Ont.
 West Lorne Wagon Co., Limited, The, West Lorne, Ont.

- 2883 WHIFFLETREES, Tubular Steel.**
Canada Steel Goods Co., Limited, Hamilton, Ont.
- 2884 WHIFFLETREE TIPS.**
Canada Steel Goods Co., Limited, Hamilton, Ont.
McKinnon Dash & Metal Works Co., Limited, St. Catharines, Ont. (Adv. Inside Front Cover.)
Skinner Co., Limited, The, Gananoque, Ont.
Smart, The James, Mfg. Co., Limited, Brockville, Ont. Adv. page 1138.)
- 2885 WHIPS AND WHIP LASHES.**
Brown, John E., Hamilton, Ont.
Hamilton Whip Co., Hamilton, Ont.
Lay Whip Co., Rock Island, Que.
Toronto Whip Co., Toronto, Ont.
Trees, Samuel, & Co., Limited, Toronto, Ont.
- 2886 WHISKYS.**
Boeckh Bros. Co., Limited, The, Toronto, Ont. (Adv. page 1100).
Meakins & Sons, Hamilton, Ont.
Nelson, H. W., & Co., Limited, Toronto, Ont. (Adv. page 1098.)
Simms, T. S., & Co., Limited, St. John, N.B.
Stevens-Hepner Co., Limited, Port Elgin, Ont.
Thomas Bros., Limited, St. Thomas, Ont.
Woods, Walter, & Co., Hamilton, Ont.
- 2887 WHISKY.**
Corby, H., Distillery Co., Limited, Corbyville, Ont.
Gooderham & Worts, Limited, Toronto, Ont.
Hamilton Distillery Co., Limited, The, Hamilton, Ont.
St. Hyacinthe Distillery Co., Limited, St. Hyacinthe, Que.
Walker, Hiram, & Sons, Limited, Walkerville, Ont. Adv. page 1108.)
- 2888 WHISTLES, Steam.**
Garth Co., The, Montreal, Que.
McAvity, T., & Sons, Limited, St. John, N.B.
Mitchell, The Robt., Co., Limited, Montreal, Que.
Morrison, The James, Brass Mfg. Co., Limited, Toronto, Ont. (Adv. page 1119.)
Penberthy Injector Co., Limited, Windsor, Ont.
- 2889 WHITE LEAD.**
See Lead, White.
- 2890 WHITEWASHING APPARATUS.**
Spramotor Co., The, London, Ont.
- 2891 WHITEWEAR, Ladies' and Children's.**
Allen Mfg. Co., Toronto, Ont.
Crescent Mfg. Co., Limited, Montreal, Que.
Eaton, The T., Co., Limited, Toronto, Ont.
Eclipse Whitewear Co., Limited, The, Toronto, Ont.
Gale Mfg. Co., Toronto, Ont.
Ideal Women's Wear, Limited, Toronto, Ont.
Keens Mfg. Co., Toronto, Ont.
Klein Bros. & Co., Montreal, Que.
Minerva Mfg. Co., Limited, The, Toronto, Ont.
Rideau Mfg. Co., The, Ottawa, Ont.
Salem Co., Limited, Montreal, Que.
Sparks Bros., Ottawa, Ont.
Star Whitewear Mfg. Co., The, Berlin, Ont.
Victor Mfg. Co., The, Quebec, Que.
- 2892 WHOLE-CARPETS, Brussels, Smyrna, Wilton.**
Guelph Carpet Mills Co., Limited, The, Guelph, Ont.
Toronto Carpet Mfg. Co., Limited, Toronto, Ont.
- 2893 WICK, Lamp and Stove.**
Hamilton Cotton Co., Hamilton, Ont. (Adv. page 915).
- 2894 WICKETS, Brass.**
Dennis Wire & Iron Works Co., Limited, London, Ont. (Adv. page 1120.)
Office Specialty Mfg. Co., Limited, Toronto, Ont.
- 2895 WINCHES.**
Drolet, F. X., Quebec, Que.
Jeffrey Mfg. Co., The, Montreal, Que. (Adv. page 1100.)
Jenckes Machine Co., Limited, The, Sherbrooke, Que.
Marsh & Henthorn, Limited, Belleville, Ont.
Midland Engine Works Co., Midland, Ont.
Miller Bros. & Toms, Montreal, Que. (Adv. page 1134.)
Moir, W. & A., Halifax, N.S.
Pink, Thomas, Pembroke, Ont.
Selby & Youlden, Limited, Kingston, Ont.
Windsor Foundry & Machine Co., Limited, Windsor, N.S.
- 2896 WINDERS, Drum Spool (Woollen Mill.)**
Karch, H. W., Hespeler, Ont.
- 2897 WINDERS, Yarn.**
Creelman Bros., Georgetown, Ont.
- 2898 WINDLASSES.**
Drolet, F. X., Quebec, Que.
Hamilton, Wm., Co., Limited, Peterborough, Ont.
Matheson, I., & Co., Limited, New Glasgow, N.S.
- 2899 WINDMILLS, Steel and Galvanized.**
Goold, Shapley & Muir Co., Limited, Brantford, Ont. (Adv. page 892.)
Manitoba Windmill & Pump Co., Limited, Brandon, Man.
Ontario Wind Engine & Pump Co., Limited, Toronto, Ont. (Adv. page 1096.)
Stratford Bridge & Iron Works Co., Stratford, Ont.
Woodstock Wind-Motor Co., Limited, Woodstock, Ont.
- 2900 WINDOW FRAMES.**
See Mills, Planing.
- 2901 WINDOW SHADE CLOTH.**
See Cloth, Window Shade.
- 2902 WINDOWS, Church and Memorial.**
Castle & Son, Montreal, Que.
Dominion Stained Glass Co., Toronto, Ont.
Hobbs Mfg. Co., Limited, The, London, Ont.
Luxfer Prism Co., Limited, Toronto, Ont.
Maritime Art Glass Works, Limited, St. John, N.B.
Murray & Gregory, Limited, St. John, N.B.
- 2903 WINDOWS, Fireproof.**
Expanded Metal & Fireproofing Co., Limited, Toronto, Ont. (Adv. page 1105.)
Galt Art Metal Co., Limited, The, Galt, Ont.
Matthews, A., Toronto, Ont.
Metal Shingle & Siding Co., Limited, Preston, Ont. (Adv. page 1083.)
Metallic Roofing Co. of Canada, Limited, The, Toronto, Ont. (Adv. pages 1080-1081.)
Ormsby, A. B., Limited, Toronto, Ont. (Adv. page 1096.)
Pedlar Metal Roofing Co., The, Oshawa, Ont.
Reed, Geo. W. & Co., Limited, Montreal, Que.
Wheeler & Bain, Toronto, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
- 2904 WINES.**
Bright, T. G., & Co., Niagara Falls, Ont.
Girardot Wine Co., Limited, Sandwich, Ont.
Hamilton, J. S., & Co., Brantford, Ont.
- Haskins, Raymond L., Hamilton, Ont.
Haskins Wine Co., The, Hamilton, Ont.
Hillrust Wine Mfg. Co., Limited, St. Catharines, Ont.
Ontario Grape Growing & Wine Mfg. Co., The, St. Catharines, Ont.
St. David's Wine Growers Co., Toronto, Ont.
Stamford Park Wine Co., Limited, The, Niagara Falls, Ont.
- 2905 WINES, Still.**
Hamilton, J. S., & Co., Brantford, Ont.
- 2906 WINES, Unfermented.**
Lytle, The T. A., Co., Limited, Toronto, Ont.
Ontario Grape Growing & Wine Mfg. Co., The, St. Catharines, Ont.
Tune, J., & Son, London, Ont.
- 2907 WIRE, Annealed and Bright.**
Brantford Screw Co., Limited, Brantford, Ont. (Adv. page 1123.)
Canada Screw Co., Limited, Hamilton, Ont. (Adv. page 1123.)
Dominion Wire Mfg. Co., Limited, Montreal, Que.
Greening, The B., Wire Co., Limited, Hamilton, Ont. (Adv. page 1096.)
Laidlaw Bale-Tie Co., The, Hamilton, Ont.
Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884.)
Pender, James, & Co., Limited, St. John, N.B.
Watrous Wire & Nail Works, Brantford, Ont.
Western Wire & Nail Co., Limited, The, London, Ont.
- 2908 WIRE, Barb.**
Banwell Hoxie Wire Fence Co., Limited, Hamilton, Ont.
Dominion Wire Mfg. Co., Limited, Montreal, Que.
McGregor Banwell Fence Co., Limited, The, Walkerville, Ont. (Adv. page 1120.)
Pittsburg Perfect Fence Co., Limited, Hamilton, Ont.
- 2909 WIRE, Brass, Copper and Coppered.**
Canada Screw Co., Limited, Hamilton, Ont. (Adv. page 1123.)
Dominion Wire Mfg. Co., Limited, Montreal, Que.
Greening, The B., Wire Co., Limited, Hamilton, Ont. (Adv. page 1096.)
Montreal Rolling Mills Co., The, Montreal, Que. (Adv. page 884.)
Phillips, Eugene F., Electrical Works, Limited, Montreal, Que.
Western Wire & Nail Co., Limited, London, Ont.
Wire & Cable Co., The, Montreal, Que. (Adv. page 1131.)
- 2910 WIRE, Broom and Bottling.**
Dominion Wire Mfg. Co., Limited, Montreal, Que.
Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884.)
- 2911 WIRE, Coiled.**
Dominion Wire Mfg. Co., Limited, Montreal, Que.
Laidlaw Bale-Tie Co., The, Hamilton, Ont.
McGregor Banwell Fence Co., Limited, The, Walkerville, Ont. (Adv. page 1120.)
Manitoba Anchor Wire Fence Co., Limited, The, Winnipeg, Man.
New Brunswick Wire Fence Co., Limited, The, Moncton, N.B.
- 2912 WIRE, Electric, Bare and Insulated.**
Canadian General Electric Co., Limited, Toronto, Ont. (Adv. page 1077.)
Dominion Electrical Works, Limited, Halifax, P.S.
Dominion Wire Mfg. Co., Limited, Montreal, Que.
Phillips, Eugene F., Electrical Works, Limited, Montreal, Que. (Adv. page 1138.)
- Walker, E. C., & Sons, Toronto, Ont.
Wire & Cable Co., The, Montreal, Que. (Adv. page 1131.)
- 2913 WIRE, Galvanized.**
Banwell Hoxie Wire Fence Co., Limited, Hamilton, Ont.
Dominion Wire Mfg. Co., Limited, Montreal, Que.
Greening, The B., Wire Co., Limited, Hamilton, Ont. (Adv. page 1096.)
Manitoba Anchor Wire Fence Co., Limited, The, Winnipeg, Man.
Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884.)
Pittsburg Perfect Fence Co., Limited, Hamilton, Ont.
Western Wire & Nail Co., Limited, London, Ont.
- 2914 WIRE, Gold and Silver.**
Canadian Seamless Wire Co., Limited, Toronto, Ont.
Lees, Geo. H., & Co., Limited, Hamilton, Ont.
- 2915 WIRE, Hay (in coils and cut in lengths).**
Canada Screw Co., Limited, Hamilton, Ont. (Adv. page 1123.)
Dominion Wire Mfg. Co., Limited, Montreal, Que.
Graham Nail Works, The, Toronto, Ont.
Greening, The B., Wire Co., Limited, Hamilton, Ont. (Adv. page 1096.)
Laidlaw Bale-Tie Co., The, Hamilton, Ont.
Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884.)
- 2916 WIRE, High Carbon Steel.**
Greening, The B., Wire Co., Limited, Hamilton, Ont. (Adv. page 1096.)
Laidlaw Bale-Tie Co., The, Hamilton, Ont.
- 2917 WIRES, Millinery.**
Walker, E. C., & Sons, Toronto, Ont.
- 2918 WIRE, Nail, Rivet, Bolt and Tie.**
Dominion Wire Mfg. Co., Limited, Montreal, Que.
Graham Nail Works, The, Toronto, Ont.
Greening, The B., Wire Co., Limited, Hamilton, Ont. (Adv. page 1096.)
Laidlaw Bale-Tie Co., The, Hamilton, Ont.
Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884.)
- 2919 WIRE, Oiled and Annealed.**
Canada Screw Co., Limited, Hamilton, Ont. (Adv. page 1123.)
Dominion Wire Mfg. Co., Limited, Montreal, Que.
Graham Nail Works, The, Toronto, Ont.
Greening, The B., Wire Co., Limited, Hamilton, Ont. (Adv. page 1096.)
Laidlaw Bale-Tie Co., The, Hamilton, Ont.
Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884.)
Pender, James, & Co., Limited, St. John, N.B.
Watrous Wire & Nail Works, Brantford, Ont.
- 2920 WIRE, Seamless, Gold-filled.**
Canadian Seamless Wire Co., Limited, Toronto, Ont.
- 2921 WIRE, Spring and Mattress.**
Canada Screw Co., Limited, Hamilton, Ont. (Adv. page 1123.)
Dominion Wire Mfg. Co., Limited, Montreal, Que.
Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884.)
Ross & Howard Iron Works Co., Limited, Vancouver, B.C.
- 2922 WIRE, Steel.**
Dominion Wire Mfg. Co., Limited, Montreal, Que.

Manitoba Anchor Wire Fence Co., Limited, The, Winnipeg, Man.
Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884.)

2923 WIRE, Straightened and Cut.

Canada Screw Co., Limited, Hamilton, Ont. (Adv. page 1123.)
Dominion Wire Mfg. Co., Limited, Montreal, Que.
Graham Nail Works, The, Toronto, Ont.
Greening, The B., Wire Co., Limited, Hamilton, Ont. (Adv. page 1096.)
Laidlaw Bale-Tie Co., The, Hamilton, Ont.

2924 WIRE, Tinned.

Canada Screw Co., Limited, Hamilton, Ont. (Adv. page 1124.)
Dominion Wire Mfg. Co., Limited, Montreal, Que.
Greening, The B., Wire Co., Limited, Hamilton, Ont. (Adv. page 1096.)
Montreal Rolling Mills Co., Montreal, Que. (Adv. page 884.)

2925 WIRE, Trolley.

Dominion Wire Mfg. Co., Limited, Montreal, Que.
Phillips, Eugene F., Electrical Works, Limited, Montreal, Que.

2926 WIRE CABLES.

See Cables, Electric, Telegraph and Telephone.

2927 WIRE CLOTH.

See Cloth, Wire.

2928 WIRE GOODS.

Canada Screw Co., Limited, Hamilton, Ont. (Adv. page 1123.)
Canada Wire Goods Co., Hamilton, Ont. (Adv. page 1086.)
Dennis Wire & Iron Works Co., Limited, London, Ont. (Adv. page 1120.)
Dominion Wire Mfg. Co., Limited, Montreal, Que.
Greening, The B., Wire Co., Limited, Hamilton, Ont. (Adv. page 1096.)
Johnson, C. H., & Sons, Limited, Montreal, Que.

2946 YACHTS, Sailing.

See Boats, Steamers and Yachts.

2947 YARD MEASURES.

Cowan & Britton, Gananoque, Ont.
Toronto Wood Working Co., Toronto, Ont.

2948 YARNS, Carpet, Wool, Worsted.

Cornwall & York Cotton Mills Co., Limited, St. John, N.B.
Glen Woollen Mills, Limited, Glen Williams, Ont.
Slingsby Mfg. Co., Limited, The, Brantford, Ont.
Toronto Carpet Mfg. Co., Limited, Toronto, Ont.

2949 YARNS, Cotton.

Canadian Colored Cotton Mills Co., Limited, The, Montreal, Que. (Adv. page 914.)

2955 ZINGS, Battery.

Canada Metal Co., Limited, The, Toronto, Ont. (Adv. page 1122.)
Tallman Brass & Metal Co., Hamilton, Ont. (Adv. page 1122.)

2956 ZINC, Chloride of.

Cowan, John, Co., Limited, Montreal, Que.

Kemp Mfg. Co., Toronto, Ont.

(Adv. page 1087.)

Major Mfg. Co., Limited, The, Montreal, Que.

McGregor Banwell Fence Co., Limited, The, Walkerville, Ont. (Adv. page 1120.)

Meadows, The Geo. B., Toronto Wire, Iron, & Brass Works Co., Limited, Toronto, Ont. (Adv. page 1089.)

Muuro Wire Works, Limited, New Glasgow, N.S.

Page Wire Fence Co., Limited, The, Walkerville, Ont. (Adv. page 1079.)

Schmidt & Co., Winnipeg, Man.
Shipway Iron, Bell & Wire Mfg. Co., Limited, Toronto, Ont.

Western Wire & Nail Co., Limited, The, London, Ont.

2929 WIRE ROPES AND STRANDS.

See Ropes, Wire, and Strands, Wire.

2930 WOOD PRODUCTS.

Standard Chemical Co. of Toronto, Limited, The, Toronto, Ont.
Wood Products Co. of Canada, Limited, The, Toronto, Ont.

2931 WOOD PULP BOARDS.

Booth, J. R., Ottawa, Ont.
Laurentide Paper Co., Limited, Grand Mere, Que.
Northumberland Paper & Electric Co., Limited, Campbellford, Ont.

2932 WOOD, Pulp.

Breakey, John, Ohaudiere Mills, Que.

Charlemagne & Lac Ouareau Lumber Co., The, Montreal, Que.

Dominion Paper Co., Montreal, Que.

Metis Lumber Co., The, Price, Que.

Mineral Range Iron Mining Co., Limited, The, Bessemer, Ont.

Oyamel Co., Quebec, Que.

Price Bros. & Co., Limited, Quebec, Que.

Turner Lumber & Pulp Wood Co., Quebec, Que.

2933 WOOD TURNINGS.

See Turned Goods, Wood.

Carter, E. T., & Co., Toronto, Ont.

Cornwall & York Cotton Mills Co., Limited, St. John, N.B.

Dominion Textile Co., Limited, Montreal, Que.

Eagle Spinning Mills, Limited, Hamilton, Ont.

Hamilton Cotton Co., Hamilton, Ont. (Adv. page 915.)

Montreal Cotton Co., Valleyfield, Que.

Morrice, The D., Co., Limited, Montreal, Que.

2950 YARN DYERS.

Toronto Carpet Mfg. Co., Limited, Toronto, Ont.

2951 YARNS, Fingering and Saxony.

Forbes, R., Co., Limited, Hespeler, Ont.

2957 ZINC, Ground in Oil.

Brandram-Henderson, Limited, Montreal, Que.

Canada Paint Co., Limited, The, Montreal, Que. (Adv. page 1108.)

Martin Senour Co., Limited, The, Montreal, Que.

Muirhead, A., Co., Limited, Toronto, Ont.

2934 WOODBOARD.

Miller Bros. Co., Limited, The, Montreal, Que.

St. Croix Paper Co., Limited, Halifax, N.S.

Trent River Paper Co., Limited, The, Frankford, Ont.

2935 WOODEN NOVELTIES.

See Novelties, Wooden.

2936 WOODENWARE.

Boeckh Bros. Co., Limited, The, Toronto, Ont. (Adv. page 1100.)

Cane, The Wm., & Sons Co., Limited, Newmarket, Ont.

Clemens, The H. A., Co., Limited, Guelph, Ont.

Connor, J. H., & Son, Limited, Ottawa, Ont.

Eddy, The E. B., Co., Limited, Hull, Que. (Adv. page 901.)

Gignac, J. H., Limited, Quebec, Que.

Hourd & Co., Limited, London, Ont.

Keenan Woodenware Mfg. Co., Limited, Owen Sound, Ont.

Kennedy & Davis Milling Co., Limited, Lindsay, Ont.

Kribs, W. A., Hespeler, Ont.

Meakins & Sons, Hamilton, Ont.

Schultz Bros. Co., Limited, The, Brantford, Ont.

Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)

Sutherland, Innes Co., Limited, The, Chatham, Ont. (Adv. page 1114.)

Taylor, Scott & Co., Toronto, Ont.

Thomas Bros., Limited, St. Thomas, Ont.

2937 WOODWORK, Carriage.

Ackland, D., & Son, Limited, Winnipeg, Man.

Armstrong, The J. B., Mfg. Co., Limited, Guelph, Ont.

Canada Wheel Works, Limited, The, Merriton, Ont. (Adv. page 1079.)

Heard, John, & Co., St. Thomas, Ont.

Hore, F. W., & Son, Limited, Hamilton, Ont.

Scott, R., & Son, Limited, Galt, Ont.

Windsor Turned Goods Co., Limited, Windsor, Ont.

Paton Mfg. Co., Sherbrooke, Que. (Adv. page 916.)

2952 YARNS, Knitting (Woolen).

Beaumont, Joseph, Glen Williams, Ont.

Bird Woollen Mill Co., Limited, The, Bracebridge, Ont.

Brown & Wigle Co. of Kingsville, Limited, Kingsville, Ont.

Calvert & Dwyer Co., Limited, The, Toronto, Ont.

Carter, E. T., & Co., Toronto, Ont.

Dontigny, Philip, Arnprior, Ont.

Forbes, R., Co., Limited, Hespeler, Ont.

Glen Woollen Mills, Limited, Glen Williams, Ont.

Harris & Co., Limited, Rockwood, Ont.

Hewson Woollen Mills, Limited, Amherst, N.S.

Ramsay, A., & Son Co., Montreal, Que.

Robertson, The James, Co., Limited, Montreal, Que.

Stephens, G. F., & Co., Limited, Winnipeg, Man.

2958 ZINC, Ground in Varnish.

Muirhead, A., Co., Limited, Toronto, Ont.

2938 WOODWORK, Interior.

See Mills, planing; Fittings, wood (bank, store and office); Mouldings; Blinds, window (wood).

2939 WOODWORK, Sanitary.

See Seats, Closet.

2940 WOOL, Mineral.

See Mineral wool.

2941 WOOL PULLERS.

Calvert & Dwyer Co., Limited, The, Toronto, Ont.

Howe, Arthur T., Toronto, Ont.

Kimble, John, & Son, St. John, N.B.

Pion, A., & Cie, Quebec, Que.

Schoellkopf & Co., Toronto, Ont.

Turgeon, Elie, Quebec, Que.

2942 WOOL STOCK.

Smith Mfg. Co., Limited, The, Toronto, Ont.

2943 WRAPPERS AND DRESSING SACKS.

Allen Mfg. Co., Limited, Toronto, Ont.

Gale Mfg. Co., Toronto, Ont.

2944 WRENCHES.

Canadian Billings & Spencer, Limited, Welland, Ont. (Adv. page 1107.)

Jardine, A. B., & Co., Hespeler, Ont.

Ontario Malleable Iron Co., Limited, The, Oshawa, Ont.

Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)

Whitman & Barnes Mfg. Co., The, St. Catharines, Ont.

2945 WRINGERS, Clothes.

Connor, J. H., & Son, Limited, Ottawa, Ont.

Dowswell Mfg. Co., Limited, The, Hamilton, Ont. (Adv. page 924.)

Maxwell, David, & Sons, St. Mary's, Ont.

Shirreff Mfg. Co., Limited, The, Brockville, Ont.

Smart, The James, Mfg. Co., Limited, Brockville, Ont. (Adv. page 1138.)

Horn Bros. Woollen Co., Limited, Lindsay, Ont.

Magog Woollen Mills, Limited, Sherbrooke, Que.

Ontario Yarn Co., Limited, The, Markham, Ont.

Oxford Mfg. Co., Limited, Oxford, N.S.

Paton Mfg. Co., Sherbrooke, Que. (Adv. page 916.)

Slingsby Mfg. Co., Limited, The, Brantford, Ont.

Sykes, Alfred, Georgetown, Ont.

Waterhouse, Thomas, & Co., Ingersoll, Ont.

2953 YARNS, Worsted.

Forbes, R., Co., Limited, Hespeler, Ont.

Patch Mfg. Co., Sherbrooke, Que. (Adv. page 916.)

2954 YOKES, Neck.

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Stephens, G. F., & Co., Limited, Winnipeg, Man.

2959 ZINC OXIDE.

Canada Paint Co., Limited, The, Montreal, Que. (Adv. page 1103.)

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Bees à gaz pour poêles et fourneaux	345	Boîtes de fer-blanc pour conserves de fruits, de légumes, de viandes, de sirop, etc.	404	Bronze en poudre	309	Canevas de tailleurs, pour collets d'habits	408
Becs de lampes	345	Boîtes de montre	2850	Bronze liquide	1513	Canots à rames	197
Béliers hydrauliques	2130	Boîtes de roues	2391	Bronze, "lumen"	307	Canots, chaloupes, etc.	197
Benzine	149	Boîtes en bois pour comestibles divers	2652	Bronze phosphoreux	308	Caoutchoucs (chaussures)	1823
Berceaux d'enfants	742	Boîtes en carton, ornées et simples	257	Broquettes et clous à chaussures	2593	Caoutchouc (vêtements en)	623
Berceaux de poupées	743	Boîtes en carton, pour clous et broquettes	262	Brosses	315	Capotes de voitures	448
Berceuses (chevaux)	2184	Boîtes en carton, pour épices et poudres à gelée	468	Brosses à effacer les tableaux noirs	957	Capsules	420
Béton armé	2155	Boîtes en fer-blanc	263	Brosses de pansage	319	Capsules pour explosifs	410
Betterave à sucre (farine de)	1685	Boîtes et manchons, pour tuyaux	248	Brosses en acier et en fil de fer	320	Carbonisateurs	423
Beurre	351	Boîtes ondulées	258	Brosses (revers de)	69	Carburateurs	424
Beurre dit "de cacaoettes"	352	Boîtes pliées, en carton	258	Brouettes	2867	Carbure de calcium	421
Beurriers	838	Boîtes pour instruments de musique	478	Brouettes de fer, pour chemins de fer	2868	Carcans pour chevaux	1990
Bi-chlorure d'étain	2650	Boîtes pour porter le manger	256	Brouettes d'enfants	2869	Carder (machines à)	614
Bicyclettes	152	Bondes en liège et en bois	336	Broyeurs à grain et à provende	1202	Carisets	602
Bidons à huile, pour familles	399	Bonneterie (articles de)	1322	Broyeurs de céréales	768	Cartes à jouer	428
Bidons à huile, pour machines, etc.	400	Bonneterie de casimir, de coton, de laine, et de laine peignée	1325	Broyeurs de pierre et de minéral	769	Cartes d'étalage	430
Bidons à lait, pour usines et chemins de fer	398	Bonneterie de soie	1326	Broyeurs de pierre portatifs	770	Cartes géographiques gravées	1664
Bidons à ouverture à clé	397	Borax ou borate de soude	239	Bûches de cheminée, en métal, pour gaz	1527	Cartes postales illustrées	2007
Bidons de fer-blanc	263	Bordures pour jupes et habits	158	Bûches et planches d'équarrissage	153	Cartes pour casiers, et cartes d'index	426
Bidons en tôle galvanisée, pour déchets d'huile	401	Bornes-fontaines, à l'incendie	1334	Buffets	327	Carton	425
Bidons pour emploi spécial	403	Bosselage	922	Bulbes en caoutchouc	332	Carton à monter les photographies	190
Bidons pour épiciers	396	Bouchons en caoutchouc	714	Bureaux de cabinet de travail, droits	821	Carton de paille	2551
Bielles de locomotives	2186	Bouchons en papier	1984	Bureaux-ministres	821	Carton de pâte de bois	195
Bielles et arbres coulés	743	Bouchons et bouchons-capsules	713	Burs de coton	817	Cartons pour bâtisses	1858
Bière dite "Lager"	132	Boucles	325	Cabestans	419	Cartons pour bijouterie	427
Bière dite "Porter"	2004	Boucles tournantes, à vis	2748	Cabinets de fantaisie	2895	Cartouches	469
Bière dite "Stout"	2536	Bouées	337	Cabinets de fantaisie	364	Casiers à cartes géographiques	368
Bières et cerceaux	483	Bouées en fer et en acier	338	Cabinets incombustibles, pour moteurs et pour machines pour vues animées	366	Casiers à livres, démontables	226
Bijouterie	1381	Bougies	339	Cabinets métalliques	370	Casiers à livres et à catalogues	225
Bijouterie émaillée	1382	Bougrans	326	Cabinets pour argenterie et orfèvrerie	371	Casiers à médecine	369
Billes à billard	84	Boules en bois, pour jeux de quilles, etc.	86	Cabinets pour cuisine	367	Casiers pour bureaux	365
Billets, chèques et traites (modèles)	1773	Bouillons à épaulement	216	Cabinets pour index à cartes	362	Casiers pour cartes-index	362
Billets de banque	91	Bouillons à oeillet	972	Cabinets pour la porcelaine	363	Casquettes en caoutchouc	409
Billets de chemin de fer, etc.	2635	Bouillons à rapiécer les chaudières	216	Câbles	372	Casquettes en cuir	415
Billets de bouchers	177	Bouillons à tête plate	217	Câbles de chanvre, de Manille, etc.	374	Casquettes en étoffe	411
Binocles	973	Bouillons en bronze	217	Câbles de suspension	376	Casquettes en fourrures	413
Biscuits	160	Bouillons forés	217	Câbles électriques pour télégraphe et téléphone	373	Casquettes et casques d'uniforme	416
Biscuits et triscuits, de froment entier	161	Bouillons forgés, pour voitures, machines, charnues, etc.	213	Câbles métalliques	2209	Casquettes tricotées	414
Blagues à tabac, en caoutchouc	2017	Bouillons pour ascenseurs	220	Câbles pour lest de chemin de fer	375	Casseroles en cuivre, pour confiseurs, etc.	1849
Blaires de barbiers	318	Bouillons pour bandages de roue	220	Cacao	639	Casseroles et poêles à frire	1850
Blanc de plomb ou de céruse	1455	Bouillons pour barils	215	Cacao condensé	640	Cassettes de fantaisie, en cuir	477
Blanchisseurs et teinturiers	172	Bouillons pour charnues	218	Cadenas en acier et en cuivre	1832	Catalogues	511
Bleu à lessive	188	Bouillons pour chaudières	216	Cadres de carton, à caisses d'oeufs	1013	Ceintures en cuir pour dames et messieurs	141
Blindage de bois, pour pans de bâtisses	2327	Bouillons pour fourneaux, bandages de roue et patins de sleighs	220	Cadres de fenêtres et de portes, en bois	1093	Ceintures de fantaisie, en laine, coton, etc.	1156
Blindage pour bâtisses	2321	Bouillons pour machine à raboter	216	Cadres de fenêtres, métalliques	1092	Ceintures en soie	142
Blindage pour pans de bâtisses, en fer, en acier et en métal	2365	Bouillons pour machines	215	Cadres de lits à ressorts	1090	Cellules de prison	517
Blocs creux pour bâtisses	176	Bouillons pour patins de sleighs	220	Cadres de meubles	1086	Cendriers ondulés	395
Blocs de cèdre, pour pavés	178	Bouillons pour rails de chemin de fer, etc.	218	Cadres en fer pour quilles de chaloupe	1091	Cerceaux de barils	1316
Blocs de ciment, pour bâtisses	176	Bouillons sans tête	215	Cadres et couverts, pour bouches d'égout	1658	Cerceaux de fil de fer	1317
Blocs de granit, pour pavés	180	Bouillons tournés et filetés	219	Cadres pour bouches d'égout	1088	Cerceaux	488
Blocs de siège	181	Bouquets de pinacle, en métal	1022	Cadres pour tableaux	1089	Cerceaux métalliques	489
Blocs enduits de créosote, pour pavés	179	Bourre de matelassiers et de tapissiers	1052	Café	642	Céréales	525
Blocs pour les revers de brosses	69	Bourrelets à air, pour fers à cheval	1833	Café condensé	643	Céréales pour le déjeuner	1074
Blouses (corsages) et chemisettes	183	Bourrelets pour habits de femmes (arrière)	350	Cafes d'ascension pour mines	378	Céruse de plomb	1455
"Bluestone"	189	Bouteilles en caoutchouc, pour eau chaude	244	Cahiers, etc.	229	Céruse moulue, à l'huile	1456
Bluteaux à farine	2363	Boutons de bois, en forme de baril	354	Caisses à claire-voie pour fruits et légumes	750	Chaînes à traits	528
Boas en peau de mouton	196	Boutons de nacre et d'ivoire	356	Caisses à marchandises	1184	Chaînes d'argent et doublées d'or	529
Bobèches de lampes électriques	2421	Boutons de portes	1407	Caisses à oeufs	749	Chaînes d'attache	528
Bobines en bois	199	Boutons de voitures, en acier	1408	Caisses d'emballage	286	Chaînes de coton	2840
Bobineuse à tambour (dans une filature)	2806	Boutons métalliques	357	Caisses de voitures, à l'état brut	446	Chaînes détachables	530
Bobineuses pour fil	2897	Boutons pour meubles	1409	Caisses de voitures, pour chauffeurs	250	Chaînes de transmission	137
Bocaux à fruits (fermeture pour)	412	Boutons pour pantalons de drap et de toile, pour ouvriers	358	Caisses pour pianos	481	Chaînes en fil de fer	531
Bois à coucher	1014	Boutons recouverts en drap	355	Calandres à linge	1657	Chaînes et courroies de transmission	687
Bois à faire des bobines	2453	Bouts de seins	1771	Calcium, carbure	421	Chaînes-laisses, pour vaches, chiens, etc.	528
Bois à faire les boîtes à allumettes	2394	Bouts en caoutchouc, pour béquilles, chaises, etc.	2656			Chaînes-lieues pour cheval	528
Bois à oeuvrer, frêne, épinette, orme, sapin, etc.	1532	Boyaux à saucisses, etc.	486			Chaînes malléables	530
Bois à pâte de bois	2932					Chaînes pour barres	527
Bois de charpente, à l'épreuve du feu	1541					Chaînes pour bicyclettes	530
Bois de charpente, cèdre	1533					Chaînes pour billots	527
Bois de charpente, chêne	1537					Chaînes pour scieries	527
Bois de charpente dit, "sapin Douglas"	1534					Chaires à prêcher	2083
Bois de charpente, épinette	1539					Chaises à bascule	539
Bois de charpente, goudronné	2647					Chaises à bascule et à siège de cuir	587
Bois de charpente, pin	1533					Chaises à solives et à muraille	1238

Chaises de bureaux	545	Chaussons pour hommes de chan-	2425	Colle à l'usage des photographes,	1888	Coupe-aspirateurs de caoutchouc,	780
Chaises de bureaux et pour ma-	545	Chaussons tricotés, pour hommes	2424	etc.	1177	à l'usage des plombiers	792
Chaises à écrire	535	Chaussures	234	Colle-forte	2388	Coupe-circuits	801
Chaises de camp	2083	Chaussures de bébés	2348	Colle résineuse	2389	Coupe-fourrage	800
Chaises de chaires à prêcher	532	Chaussures en caoutchouc	238	Colle pour le papier	418	Coupe-racines	794
Chaises d'églises	541	Chaussures en cuir	237	Collets (capes) en caoutchouc	417	Couperets pour couper les os	572
Chaises de ménage	536	Chaussures en feutre, et doublées	236	Collets huilés	652	Couperets pour la viande	704
Chaises d'enfants	548	en feutre	235	Colliers à chiens	653	Couperose de cuivre	246
Chaises d'entrepreneurs de	532	Chaussures en toile	2351	Colliers de chevaux	661	Coupes et vases, pour présenta-	779
pompes funèbres	546	Chaussures pour la neige	1494	Colliers, mordaches et arbres de	651	tion	801
Chaises de salle	542	Chaux	565	couche	661	Coupe-tiges	1933
Chaises de théâtres	534	Cheminées de verre et de mica,	2478	Colonnes en cuivre	664	Couilles à épaulement, fletées	1402
Chaises d'invalides	547	pour gaz incandescent	1104	Colonnes en fer, pour l'architec-	663	et à cône	797
Chaises en bois courbé	543	Cheminées en tôle, pour navires	563	tecture	665	Coupoirs à foin	572
Chaises en canne et en rotin	549	Cheminées (hauts de) métalliques	564	Colonnes hydrauliques	654	Coupoirs à poisson	775
Chaises en cuir	550	Cheminées (hauts de) vernis à	2126	Cols en papier	650	Coupoirs de viande	2548
Chaises et canapés turcs	535	sel	2337	Cols et poignets de toile	649	Coupoles	2549
Chaises et tables en fil de fer	535	Chemins de fer électriques	2339	Cols et poignets imperméables	562	Courroies avec anneau	140
Chaises-hamac	539	Chemises de coton, pour hommes	2333	Commodos	669	Courroies de transmission, en	138
Chaises plantées, de camp	1447	Chemises de dessous	2336	Commuteurs	517	caoutchouc	139
Chaises plantées, de camp	1448	Chemises de dessus, en laine	1399	Commuteurs de moteurs élec-	670	Courroies de transmission en	137
Chaises rembourrées	197	Chemises de laine fine dite,	241	triques	383	cuir	2110
Chaloupes à gazoline, et élec-	198	"Balbriggan"	183	Compartiments pour prisons et	2846	Courroies et chaînes de trans-	255
triques	1661	Chemises de laine fine, tricotées	901	géoles	965	mission	118
Chaloupes à voile et à l'aviron	386	Chemises (plastrons ou devants	30	Compas	675	Coussinets	119
Chaloupes, bateaux à vapeur et	551	de) imperméables	843	Compas d'épaisseur	674	Coussinets à billes	120
yachts	389	Chemisettes et blouses (corsages)	2184	Composés à blanchir	673	Coussinets à rouleaux	121
Chambranles de cheminée, en	1260	Chenaux et gouttières	900	Composés, explosifs	672	Coussinets-lubricateurs automa-	122
bois	1261	Chenets de cuivre et de fer	1217	Composés, isolants	676	tiques	787
Chambres noires, caméras	552	Chenets pour le foyer	1929	Composés pour la fabrication des	677	Coussinets pour arbres de couche	789
Chandeliers	386	Chevalets	1928	boulons	1701	Coussinets pour boîtes d'essieux,	1403
Chandeliers	551	Chevalets à serviette	1984	Composés pour le nettoyage	1700	de wagons de chemin de fer ..	795
Chandeliers	389	Chevalets à serviette	1897	des chaudières	731	Coussins	796
Chapeaux de drap	1265	Chevelures frisées	1465	Compositions pour rouleaux, et	767	Coussins pour chaloupes	1384
Chapeaux de feutre	1264	Chevilles de chassoir et de re-	2729	compositions d'imprimeurs ..	770	Couteaux à dédoubler le cuir ..	1403
Chapeaux de paille	1262	poussoir	1928	Compresseurs à air et à vapeur.	677	Couteaux à drap	1404
Chapeaux en caoutchouc	1263	Chevilles de crampons	1984	Compresseurs d'air, opérés par	1701	Couteaux à machines	798
Chapeaux imperméables, huilés.	554	Chevilles de papier roulé	218	moteurs électriques	767	Couteaux de fraiseuse	1405
Chapeaux prêts à porter	627	Chevilles et cabillots de tente ..	1932	Compteurs à gaz	770	Couteaux de machine à pulpe ..	1406
Chapelets en étain	555	Chevilles et écrous de rails	1465	Compteurs électriques	679	Couteaux pour machines à bois.	1406
Charbon artificiel	626	Chevilles pour isolateurs, etc ..	562	Compteurs rotatifs	680	Couteaux pour machines à tailler	1406
Charbon de bois	1519	Chevron (cuir)	1360	Concasseurs de coke	1069	le papier	1406
Charbon de terre	1518	Chiffonniers	2650	Concasseurs de pierre et de	682	Couteaux pour machines à	1406
Chargeurs à grain	2830	Chlorure de fer	2956	minerai	1069	trancher les feuilles de placage	791
Chargeurs à dévidoirs, pour boyaux	1528	Chlorure d'étain	569	Concasseurs de pierre, portatifs	682	Coutellerie	2636
d'incendie et machine chimique	451	Chlorure de zinc	570	Condensateurs	683	Coutils	887
combinés	2724	Chocolat	578	Condensateurs d'ammoniaque ..	685	Coutils de coton	737
Chariots à ressorts	2720	Chocolat, à lait	580	Conduits d'eau, en fer et en	2034	Coutils pour couvrir les meubles	738
Chariots de scieries	2723	Cidre-champagne	579	acier	2036	Coutils pour matelas	2218
Chariots porte-échelles, d'incen-	359	Cigares	518	Conduits pour fils électriques ..	2018	Couvertures de laine pour voitures	166
die	1386	Cigarettes	518	Cônes pour bicyclettes et patins	2518	Couvertures de sauvetage	740
Chariots pour briques, tuiles et	1286	Ciment à toiture	520	à roulettes	556	Couvertures de table	741
bois de construction	1285	Ciment d'abesté	522	Confiseries	686	Couvertures en caoutchouc, pour	167
Chariots pour fermes, billots,	1285	Ciment de Portland	519	Conservateurs d'œufs	708	soldats	168
marchandises, et bois de char-	1285	Ciment en caoutchoc	518	Conserves	174	Couvertures en coton	740
pente	2723	Ciment plastique	518	Conserves de volaille	1560	Couvertures pour chevaux	1343
Charnières	359	Ciment pour courroies de trans-	519	Contreforts et sous-contreforts	1272	Couvres-artificielles	1343
Charnières à extension, en cuivre	1285	mission en cuir	518	pour chaudières	2208	Couvres-pieds	2110
et en fer	1285	Ciment pour fourneaux	524	Contreventes	711	Couvres-pieds en duvet	2110
Charnières à ressorts	1285	Ciment pour poêles	2000	Convois pour machines	709	Crachoirs en cuivre	790
Charnières de glacières	1285	Cirage à chaussures et à cuirs	2857	Corbillards	710	Crampons à scierie	845
Charnières de malles et de	1285	Cira à parquets	2859	Cordage de chanvre de Manille	710	Crampons de fer à cheval	385
valises	1285	Cire paraffine	588	et d'agave	1501	Crampons de fil métallique, en	2495
Charrettes	2832	Cisailleurs de boulons	2320	Cordage de coton, de chanvre	707	cuivre et galvanisés	582
Charrettes à main	472	Ciseaux à froid	2789	de jute	2208	Crampons de menuisiers	2496
Charrettes-tombereaux	1975	Clapets à pression arrière	1011a	Corde de coton, de jute et de	708	Crampons pour bois de construc-	1205
Charrues	1977	Classificateurs de bureaux	1934	chanvre	1951	Crampons pour bottes	384
Charrues à fossoyer, etc.	7976	Clavettes à ouvrir et à fermer,	1927	Corde métallique et flexible pour	1499	Crampons pour clôtures	2494
Charrues à disques	1977	pour papeteries	1396	circuits électriques	1498	Crampons pour hommes de chan-	384
Charrues à semer et à ramasser	1978	Claviers de pianos	2762	Corde métallique pour tuyaux ..	706	tier	582
les pommes de terre	1983	Clavigraphes	2944	Cordes à linge, en fil de fer ..	2555	Crampons pour métiers à piquer,	582
Charrues à siège	1979	Clefs anglaises	1397	Cordes à linge, tente, jardin,	2732	etc.	581
Charrues à socs multiples	1980	Clefs de pianos	1395	erayon, etc.	712	Crampons pour tuyaux, etc.	1762
Charrues à socs multiples (à	1981	Clefs de serrures, non finiss ..	1971	Crèmes, etc.	718	Cravates et fichus, pour hommes	751
traction et à moteur)	1977	Clichés pour journaux	135	Cordes de piano (basse)	716	Crayons à bois	1898
Charrues à terrassement	1977	Cloches d'alarme et de navires.	136	Cordons acoustiques	712	Crayons de mine, de fantaisie ..	1336
Charrues pour déraciner	1977	Cloches	1886	Cordons glands et franges	718	Crème à la glace	754
Charrues pour labourer les flancs	1979	Cloches	1002	Corindon	716	Crème de tartare	753
de collines	1982	Clôtures de fer forgé	1000	Corniches en fer galvanisé	2161	Crème évaporée	2430
Chasse-neiges rotatifs	2239	Clôtures en fil de fer spirale ..	1001	Cornues à l'usage des fabri-	863	Créosote	755
Chassis de portes et de fenêtres	2239	Clôtures en fil de fer tissé	999	cants de conserves alimentaires	183	Crêtes en fer	696
Chassis et cadres creux, en	2240	Clôtures métalliques, de fantaisie	1755	en boîtes	2836	Crêtes métalliques	758
feuilles métalliques	212	Clous à cheval	1757	Corsets	717	Crêtes pour murs	697
Chaudières à tubes d'eau	203	Clous (assortiments de) en acier	1752	Costumes chemisettes	111	Cribles (fonderies)	2166
Chaudières cylindriques à foyer	203	Clous à tête plate, évasée	1753	Costumes de bain	724	Cribles pour le sable	2367
intérieur	202	Clous découpés, de toutes sortes	1751	Coton blanc et de fantaisie	723	Oies	2279
Chaudières en cuivre, pour four-	202	Clous de cuivre et en acier, pour	2556	Coton pour moissonneuses,	888	Croisements (diamants) pour	764
neaux de cuisine	208	canots	2448	tuyaux à l'eau et courroies ..	722	voies ferrées	1099
Chaudières galvanisées, pour	210	etc.	1756	Cotolène	907	électriques	761
fourneaux de cuisine	207	Clous en cuivre, pour chaussures,	1754	Cordes à tuyaux de poêle	129	Croquis (jeux de)	760
Chaudières horizontales	211	etc.	1750	Couchettes en fer et en cuivre.	908	Crosses pour jeu de, "hockey" ..	2516
Chaudières portatives	211	Clous en fer pressé	561	Coudes d'union, en cuivre jaune	2395	Crosses pour jeu de, "la crosse" ..	2517
Chaudières pour chauffage à	211	Clous en fil de fer	58	Couffades à minerai et à eau ..	658	Cuillers	2455
eau chaude	211	Cloches	88	Couffades à minerai et à eau ..	660	Cuir à lacets	1466
Chaudières pour chauffage à	211	Coiffes de moyeux	92	Couleurs à laque	659	Cuir à machine à carder	1472
vapeur	205	Coiffeurs (fournitures de)	416	Couleurs à l'eau	661	Cuir à mocassins	1468
Chaudières pour locomotives ..	206	Coiffes militaires et d'uniforme	1271	Couleurs à l'huile	661	Cuir à semelles	1475
Chaudières pour navires	204	Coiffes pour enfants	2861	Couleurs pour mortier	657	Cuir à soupapes	1477
Chaudières pour provende	210	Cokes	647	Couleurs sèches	657	Cuir chagrin	1469
Chaudières stationnaires	209						
Chaudières tubulaires, de retour.	210						
Chaudières verticales	210						
Chaudrons	514						
Chaudrons et marmites à en-	1393						
veloppe, pour la vapeur	1392						
Chaudrons et marmites en cuivre	2522						
Chaudrons automatiques							

Cuir, chevreau	1465	Doublures de fantaisie, piquées.	1507	Encres à écrire	1350	Farine "graham"	1063
Cuir mou, pour empeignes de		Doublures de poêle et de four-		Endossage pour tableaux et		Farines diverses, préparées,	
chaussures	1462	neau de cuisine	1509	miroirs	68	pour le déjeuner	1074
Cuir, mouton	1474	Doublures en coton	1505	Engins automatiques	932	Faucheuses	1742
Cuir pour courroies de trans-		Doublures en soie	1510	Engins chimiques, à incendie..	936	Faueilles	1313
mission	1460	Doublures pour chaussures	1508	Engins portatifs	941	Fauteuils-berceuses	2183
Cuir pour harnais	1464	Doublures pour coffrets	1504	Engrais chimique minéral, d'os,		Fauteuils de barbières	533
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Moules de tuyauterie de grés	1735
Moules pour la fabrication	
du beurre	1736
Moules pour la soude	1738
Mouleurs	1731
Moulins à bardeaux	1711

Moulins à vent, en acier et en acier galvanisé	2899
Moules	1733
Moules pour tableaux	1735
Mousseline légère (gaze) pour le fromage	597
Moutarde	1749
Mouvements d'horlogerie	590
Moyeux	1329
Moyeux de bicyclettes, etc.	1330
Mucilage	1744
Munitions	28

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Nappes de table	741
Nattes de Bruxelles, de Smyrne, de Wilton	1672
Nattes de caoutchouc	1675
Nattes décoratives, de vestibule, en fil de fer	1674
Nattes décoratives, de vestibule, et pour voitures	1671
Nattes de portes, en cocotier	1673
Nattes de salle de bain	1671
Naphte	1759
Navettes de tisserands	2363
Navires à cargaison et à passagers	2385
Nouveautés et souvenirs, en cuir	477
Nettoie-drains	586
Noix de coco, préparées	641
Nouritures pour animaux, etc.	987
Nouritures pour oiseaux	1073
Nouveautés en bois	1778
Nouveautés en métal	1776
Nouveautés en papier	1777
Nouveautés et souvenirs, en cuir	1775
Nouveautés pour réclames	1774
Noyaux	1780
Noyaux d'escaliers	1766

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Objets d'argile cuite	585
Oercs	1787
Oufs conservés	904
Omnibus	349
Onguent pour la sabot des chevaux	1808
Or	1180
Or, en feuilles	1181
Or, en lingots	333
Oreillers	1923
Orfèvres	1182
Orgue mondée et perlée	95
Orgues à tuyaux	1815
Orgues de salon	1814
Orgues pour sociétés, églises et écoles	1814
Ornements de coiffure	1817
Ornements en fil d'or et d'argent	924
Ornements en zinc pressé	1819
Ornements et agréments militaires, de costume et de modiste	1818
Os, de bétail	222
Os Moulus	1681
Ouate de laine et de coton	115
Outilage de boulanger, de confiseur et pour faire la crème à la glace	2664
Outilage de confiseur	684
Outilage de ferblantier et pour la fabrication des boîtes de fer-blanc	2667
Outilage de forgeron	2665
Outilage de plombier	2678
Outilage de relieur	2666
Outilage de savetier	636
Outilage de tôle	2677
Outilage d'hommes de chantier	2673
Outilage d'usines, de fabriques et de filatures	2675
Outilage pour dessèchement	2669
Outilage pour l'horticulture	2671
Outilage pour voies ferrées	2680
Outils à aiguiser les scies	2318
Outils à émonder	2063
Outils à ouvrir les bidons de fer-blanc	1809
Outils à refouler, tuyaux de chaudières	964
Outils de diamantaire	2668
Outils de fenaison	2672
Outils pneumatiques	2676
Outils pour arracher les betteraves	2068
Outils pour le forage des puits	2681
Outils tranchants	2670
Ouvrages architecturaux, de fer	1366
Ouvrages de fantaisie, en fer forgé	1368
Ouvrages en cuivre, pour l'architecture	239
Ouvrages en fer, pour structures	1366
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Oxyde de plomb	1452
Oxyde de zinc	2959
Oxydes	1824

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Pain	293
Pailiers de tourillon	181
Palonniers	2882
Palonniers doubles	853
Palonniers en fer	2883
Palonniers simples et doubles	2385
Paniers	105
Paniers à bouteilles	107
Paniers à charbon de terre	1292
Paniers, ambulance, jonc et rotin	106
Paniers en fil de fer	108
Paniers et corbeilles	105
Pantalons de coutil, et de "tweed"	1853
Pantalons de toile pour ouvriers	1822
Pantoufles de cuir	2406
Pantoufles tricotées	2405
Papeteries	1883
Papier à couverture, pour brochures	1863
Papier à écrire	1881
Papier à enveloppes	1864
Papier à grand-livre	1881
Papier à potronner	1873
Papier à tapisserie	1877
Papier à tapisserie, blanc, pour les imprimeurs	1878
Papier à toilette	1875
Papier attrape-mouches	1865
Papier buvard	1855
Papier carbone	1859
Papier ciré	1879
Papier d'asbeste, ondulé	1854
Papier d'emballage	1880
Papier de soie	1874
Papier de tenture	1877
Papier de verre	2233
Papier ferro-prussiate	1856
Papier glacé	1866
Papier gommé	1867
Papier isolateur	1868
Papier lithographique	1870
Papier manille	1880
Papier photographique	1872
Papier plissé	1862
Papier pour doublage	1868
Papier pour étiquettes	1869
Papier pour journaux	1871
Papier pour la confection de papiers peints	1878
Papier pour la confection de sacs	1874
Papier pour livres	1857
Papier pour machines à écrire	1876
Papier sablé	2238
Papiers de couleurs	1861
Papiers enduits et papiers émaillés	1860
Papiers peints	1877
Parapluies	2763
Parasols	1884
Paratonnerres et parafoindres	681
Pardessus en caoutchouc	634
Pardessus en fourrure	630
Pardessus en fourrure de sauvage	629
Pardessus en fourrure "saskatchewan"	635
Parfumeries	1901
Parquetage de caoutchouc	1059
Parquetage de marbre	1057
Parquetage en bois apparié	1053
Passementerie pour carrosserie	2703
Passoires en cuivre	2546
Pastilles médicinales	2590
Pâte d'amande de coco, en caramel	1887
Pâte de bois au sulfite	2081
Pâte de bois mécanique	2080
Patères à chapeaux, etc.	1312
Patères pour corniches et vis	1311
Patins pour jeu de "hockey", etc.	2390
Patins pour traîneaux de pompiers	2223
Patins pour traîneaux et voitures	2222
Patrons de tapis	1890
Patrons en cuivre, découpés	2514
Pâtures, pour animaux, etc.	987
Pavage pour fours à malt	1056
Peau de chevreau	1465
Peaussiers	863
Peaux	1283
Peaux brutes	2187
Peaux d'agneaux, pour voitures d'enfants	2180
Peaux de fourrure, pour traîneaux	2182
Peaux de moutons	2323
Peignes de tisserands	2145
Peignes de toilette	667
Peignoirs	2943
Peintures à détrempe dite "kalsomine"	1388
Peintures blanches, et pour wagons de chemin de fer, navires et maisons	1847
Peintures broyées à l'huile	1845
Peintures d'aluminium	1844

Peintures de cuivre	1843
Peintures, carbonées	1842
Peintures pour carrosses et voitures de chemin de fer	655
Peintures pour ponts, poutres en fer etc.	1841
Peintures pour toitures	1848
Peintures préparées	1846
Pellerines huilées, ou en caoutchouc	417
Pelles à charbon	2655
Pelles à feu	2355
Pelles à four, pour boulangers	1896
Pelles à vapeur	2357
Pelles d'acier	2358
Pelles pour la neige, en acier ou en fer	2356
Pellicules	863
Pellicules photographiques	1016
Pendants ajustables, pour portes de foyer	1237
Pendants d'arbre de couche	1240
Pendants pour portes de grange	1236
Pendules de mécaniciens	591
Pentures longues, et vis	1287
Perçoirs à trous de poteaux	835
Perçoirs de roche	873
Persiennes	174
Peseurs, de machines à battre	2863
Petites couchettes	721
Petits balais	2886
Petits tapis de laine	2217
Pétrins	1290
Pétrole cru et ses produits	1902
Pétrole raffiné	1799
Phaétons et charrettes anglaises	1904
Phares	116
Phonographes	2597
Phosphates	1906
Photogravures, à demi-ton et lignes	953
Pianos	1909
Pianos automatiques	1973
Pics	1919
Pièces coulées (agricoles)	500
Pièces coulées, en acier	509
Pièces coulées, en fonte grise	499
Pièces coulées, légères	502
Pièces coulées, lourdes	501
Pièces coulées, pour chemins de fer	505
Pièces coulées, pour égouts	507
Pièces coulées, pour façades de bâtisses	495
Pièces coulées, pour fourneaux	498
Pièces coulées, pour instruments agricoles	496
Pièces coulées, pour le service des eaux	510
Pièces coulées, pour navires	508
Pièces coulées, pour ponts	493
Pièces coulées, pour voitures	496
Pièces d'acier forgé	1079
Pièces de fer forgé	1078
Pièces de fonte malléable	503
Pièces de frottement pour freins de wagons de chemin de fer	2347
Pièces détachées, de voitures	447
Pièces forgées au marteau-pilon	1077
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Pièces pour machines à bouter	1270
Pièces transversales pour poteaux de télégraphe	762
Piédestal, pour églises, loges	1894
Piédestaux et jardinières	1895
Pièces	2701
Pierre à chaux "dolomite"	1497
Pierre à paver	2529
Pierre apprêtée	2526
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Pierre artificielle, moulue, pour bâtisses	2525
Pierre bleue	189
Pierre brute	2530
Pierre, pour bâtisses	2524
Pierre plate pour jouer le "hockey"	2067
Pierres à aiguiser, à faux, etc.	2527
Pierres à rasoirs	1308
Pierres lithographiques	2528
Pieux et pilotis de bois	877
Piles électriques	112
Pilules	1924
Pinceaux pour peintres	317
Pinces	765
Pinces, et pince à pied de biche	103
Pinces pour tuyaux à gaz	1974
Pioches	1677
Pipes	1946
Piques pour hommes de chantier	1995
Piquets de clôture	1917
Plafonds en acier et métalliques	515
Plafonds en bois	516

Planches à friction et de cuir	191
Planches à laver	2841
Planches à repasser	192
Planches de lambrissage	583
Planches d'équarrissage	153
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Planchettes de bois, préparées, pour boîtes	2352
Planures mises en ballots	2319
Plaques à relier les rails de chemin de fer	1968
Plaques automatiques, pour boîtes aux lettres	1969
Plaques commémoratives	2591
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Plaques d'acier	1970
Plaques d'écran	2263
Plaques de cuivre et de zinc, pour la photogravure	1965
Plaques de jante	1967
Plaques de mineurs, pour travail d'amalgame	1963
Plaques de ponts	1964
Plaques de zinc, pour piles	2955
Plaques indicatrices	1969
Plaques métalliques et pour chiens	2594
Plaques photographiques	1966
Plaques pour bandages de roue	1972
Plaqueurs en cuivre, laiton et nickel	1962
Plastrons de chemises	241
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Plateaux en carton	2706
Plateaux en métal	2705
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Plâtre à fibre de bois	1961
Plâtre de dentiste	1958
Plats porte-savon	2420
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Plomb de chasse	2354
Plomb en feuilles	1453
Plomb en lingots et en saumons	334
Plomb pour fenêtres et pour coins	1457
Plombagine	1191
Plumes	985
Plumes d'autruche	986
Plumes-fontaines	1899
Pochettes cirées pour cigares	1988
Poèles à anthracite, à combustion de la base	1274
Poèles à frire	2447
Poèles à gaz, et à gazoline	2540
Poèles à l'usage de tailleurs	2544
Poèles à pétrole	2540
Poèles de camp	2543
Poèles de cuisine et de chauffage	2541
Poèles pour tramways	1275
Poèles pour wagons de chemin de fer	2543
Poids	2364
Poids à chassis	2241
Poignées à porte-étiquettes, pour tiroirs	1302
Poignées de métal, pour portes	1229
Poignées de portes et de tiroirs	2076
Poignées de machines	1231
Poil de bétail, lavé	1216
Poil frisé	1217
Pointes à forer les puits artésiens	1989
Pointes ou pinçons en fer en cuivre	276
Poires en caoutchouc	832
Pois fendus	1892
Poisson, conserve de saumon	1036
Poisson de mer, séché et salé	1034
Poisson en conserve, fumé et salé	1037
Poisson congelé	1035
Poisson sans arêtes	1033
Pois	1953
Pompes à air	2087
Pompes à bière	2088
Pompes à électricité	2093
Pompes à huile	2097
Pompes à incendie	2094
Pompes à incendie, à vapeur et à gazoline	937
Pompes à pression hydraulique	2095
Pompes à rotation	2086
Pompes aspirantes et foulantes, en fer	2096
Pompes à turbines	2103
Pompes à vapeur, à double et à triple expansion	2092
Pompes à vapeur, pour manufactures de papier et de pâte de bois	2101
Pompes à vapeur, pour mines	2101
Pompes à vapeur, pour taneries	2101
Pompes centrifuges	2090
Pompes d'alimentation de chaudières	2089
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Pompes de vétérinaire	2102	Prismes luxeurs	1542	Réservoirs pour lieux d'aisance	2604	Rubans de soie	2613
Pompes-fontaines	2098	Prismes pour fenêtres et trottoirs	2061	Réservoirs pour recueillir la sève	2601	Rubans de tailleurs, etc.	2614
Pompas pour acides	2086	Produits chimiques	560	Réservoirs pour caoutchouc	2464	Rubans pour clavigraphes ..	2164
Pompes pour citernes et puits artésiens	2091	Produits chimiques (appareils à)	559	Résine	2159	Ruches et ruchets	2215
Pompes pour navires	2099	Produits de bois	2930	Ressorts d'automobile	2464		
Pompes pour réservoirs	2091	Produits de lait	1706	Ressorts de voitures et de wagons	2464	S	
Ponceaux métalliques	774	Produits dérivés du goudron de houille	628	Ressorts élastiques pour meubles	2470	Sabots pour freins de wagons de chemin de fer	2347
Ponts à bascule et en acier, pour chemins de fer et pour grand routes	306	Produits dérivés du pétrole	1902	Ressorts en acier plat (spécialités)	2466	Sacoches à main	2242
Porc et ses produits	2002	Produits en tôle	1366	Ressorts en caoutchouc	2468	Sacoches de cuir, pour dames ..	77
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Porte-chapeaux	1312	Protecteurs automatiques, pour jets d'eau	1206	Ressorts pour lits, en acier	2463	Sacs à lettres, à charbon, à provende, etc.	78
Porte-chapeaux de vestibule ..	2113	Publicateurs et graveurs de musique	1747	Ressorts pour lits, en fil de fer tissé	2462	Sacs à minéral, etc.	78
Porte-chapeaux sièges et miroirs, de vestibule	2493	Pulpe de fruits et de légumes	2079	Ressorts pour locomotives et wagons de chemin de fer ..	2467	Sacs de camp	75
Porte-chaussures	1301	Pupitres à couvercle flexible et roulant	822	Ressorts spirales	2465	Sacs de caoutchouc	80
Porte-épaves	2420	Pupitres d'école	823	Retours et condensateurs amalgamés	2160	Sacs de caoutchouc pour eau chaude	244
Porte-feuilles	1987	Pupitres de maisons	820	Rets	1764	Sacs de coton et de jute	76
Porte-foin	453	Pupitres pour machines à écrire	824	Réverbères	1430	Sacs de jute à minéral	2225
Porte-litière	454	Pyjamas	2107	Réverbères pour l'éclairage des rues	1431	Sacs de papier	79
Porte-livres, plantes	2111			Revers de broches	69	Sacs de voyage	81
Porte-manteaux (patères)	1312			Revers de tableaux et de miroirs	68	Sacs, fardage	75
Porte-provende	453			Revetements intérieurs de parois de cheminée	1506	Sacs-lits	75
Porter (bière)	2004			Revetements métalliques ..	2167	Saindoux	1433
Porte-sacs	1300			Revetements pour chaudières et tuyauterie à vapeur	739	Saindoux (composé de)	1434
Porte-savon	2420			Revetements pour fonderies ..	974	Salopettes	1822
Portes à l'épreuve du feu	847			Rhénostats électriques	2162	Sarclours	2862
Portes d'acier	1139			Rideaux de caoutchouc	784	Sauces (tomates piquantes) ..	513
Portes de bois	852			Rideaux de dentelles	783	Saucisses	2245
Portes de bois dur	848			Rideaux de tapisserie	785	Saumon en conserve	2232
Portes de voûtes de sûreté	851			Rideaux pour théâtres, wagons de chemin de fer, etc.	786	Saumon salé	2233
Portes en fer, pour calorifères	849			Rinceurs de bouteilles	2172	Savetiers (outillage de)	636
Portes en fer pour chaudières	849			Rivets bifurqués et fendus ..	2177	Savon mou et à l'huile	2417
Portes en fer pour fours à briques	849			Rivets de cuivre et de laiton ..	2175	Savons à dégraisser et à polir ..	2418
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Portes en toile métallique	850			Rivets pour courroies de transmission	2174	Savons à l'huile	2416
Portières	2005			Rivets tubulaires	2178	Savons de toilette	2419
Potières en chenille	782			Riz et ses produits	2165	Savons médicinaux	2415
Poteaux de cèdre	2011			Robes d'astracan	2179	Savons pour buanderies	2414
Poteaux de fer	2012			Robes de fourrures	2182	Savons pour nettoyer les voitures et les wagons	2412
Poteaux en acier	1996			Robes d'enfants, en coton	864	Sceaux et cachets divers	2289
Poteaux et abreuvoirs	2489			Robinet à gaz, à vapeur et à eau	638	Scies à bois	2257
Poteaux pour fils télégraphiques, lumière électrique et téléphone	1994			Robinet à pression, de bain, de lavabo, à bière et de plombiers	981	Scies à force motrice pour le fer	2255
Poteaux pour le "trolley"	1997			Robinet de plombiers, divers ..	151	Scies à main	2252
Poteaux pour réverbères	1431			Robinet de cuivre	637	Scies à plusieurs lames	2251
Poteries	759			Robinet de pétrole	982	Scies à refendre	2158
Pots à fleurs	2013			Robinet pour récipients à crème	2609	Scies à refendre et à tronçonner	2256
Poudre à armes à feu	1212			Rochets	2136	Scies à ruban	2250
Poudre à blanchissage	2030			Rondelles de caoutchouc	2845	Scies circulaires, pour scieries ..	2254
Poudre à miner	2020			Rondelles de fer, de fer forgé, d'acier, etc.	2844	Scies pour métaux	2253
Poudres à nettoyer les caractères d'imprimerie	2029			Rosettes électriques	2211	Scieries à raboter	1710
Poudre à polir les métaux	2019			Roues à crémaillère et à rochet	2878	Scieries portatives	2247
Poudre à vers, etc.	2031			Roues d'automobiles	2870	Scories de ciment	523
Poudre de bronze	2021			Roues de chariots et de voitures	2879	Scories de haut-fourneau	2400
Poudre de chasse	2020			Roues d'engrenage, en fer fondu	1146	Sculpture moresque	1095
Poudre de lait	2024			Roues d'engrenage et roues volantes	2874	Seaux à charbon et à minéral ..	321
Poudre dentifrice	2028			Roues d'engrenage taillées à la machine et finies	1147	Seaux à sève	1838
Poudre de savon	2026			Roues de voitures, à l'état brut	2872	Seaux d'ascenseurs	322
Poudre de talc	2027			Roues de voitures en acier	2880	Seaux de bois, pour bonbons, saindoux, etc.	1840
Poudre fumivore	2022			Roues de turbines	2881	Seaux en acier galvanisé	323
Poudre phényle, désinfectante ..	2025			Ropes de wagons	2871	Seaux en bois	324
Poudre pour gélées	2023			Roues en fer, rainurées	2875	Seaux en carton pour huîtres et crème à la glace	1837
Poulies à coussinets à billes ..	2070			Roues hydrauliques	2881	Seaux en fer-blanc, pour saindoux, peinture, etc.	1839
Poulies de fonte	2072			Roues hydrauliques à propulsion	1603	Seaux en fibre	1835
Poulies de fourches à foin	2071			Roues métalliques, pour voitures d'enfants	2876	Seaux en tôle galvanisée	1836
Poulies en bois	2075			Rouets de poulies en fer	2322	Séchoirs à linge	884
Poulies en bois, et en deux pièces assemblées	2075			Rouleaux à cheval, pour chemins	2195	Séchoirs pour papier et pâte de bois	885
Poulies pour chassiss	2073			Rouleaux et ressorts pour rideaux de fenêtres	2191	Secrétaires	2298
Poulies pour vitrines d'étalage	2074			Rouleaux à vapeur	2196	Sel de soude	2428
Poutres de ponts, de ponceaux, etc.	117			Rouleaux de caoutchouc	2199	Sel de table et de laiterie, fin et grossier	2234
Prélarts	2619			Rouleaux de ferme	2193	Selles de promenade	2229
Préparations de céréales	525			Rouleaux d'imprimeurs	2194	Selles militaires et mexicaines	2229
Préparations vétérinaires	2818			Rouleaux en bois	1935	Selles-sièges, pour cabriolets ..	2228
Préservatifs, pour les aliments	2033			Rouleaux pour aplanir les chemins	1955	Sellettes de voitures	214
Presses à bardeaux	2049			Rouleaux pour gramophones ..	2144	Sels, glauber, epsom et minéraux	2235
Presses à braiser	2039			Rouleaux pour jardins et gazon	2192	Sémaphores	2301
Presses à caoutchouc	2039			Rouleaux pour machines à écrire (clavigraphes)	2201	Semelles de laine d'agneau	2436
Presses à cellulose	2039			Rouleaux pour tordeuses à linge	2202	Semelles et talons de caoutchouc pour chaussures	1282
Presses à cuirs	2039			Roulettes à meubles	490	Semelles et talons de chaussures tout taillés	2434
Presses à faire les balles	2038			Roulettes en acier, pour patins à roulettes	2200	Semelles intérieures pour bottes et souliers	1351
Presses à feuilles de placage ..	2051			Ruban adhésif	2611	Semoirs	874
Presses à filtre	1018					Semoirs de maïs	2300
Presses à foin	2045					Semoirs de navets	2440
Presses à fromage	2040					Semoirs mécaniques	874
Presses à lithographe	2048					Serges	605
Presses à main	2042					Seringues	2575
Presses à matrices	2042					Serpentin à étincelle	646
Presses à pédales et à pouvoir ..	2044					Serpentin à vapeur, en cuivre ..	645
Presses à poinçonner	2044					Serrures de malles, de tiroirs, de buffets, etc.	1522
Presses à vapore	2050					Serrures en une seule pièce, à mortaise et cylindrique pour portes	1523
Presses à vis hydraulique, avec manomètre	2047					Serrures, loquets, etc., de glacières	1524
Presses à visser	2044					Serrures pour croisées	1525
Presses d'imprimerie	2048					Serviettes	2688
Presses hydrauliques	2046					Siccatifs	883
Presses pour arbre et tête de chaudière	2037						

Vêtements de dessous, tricotes, doublés de laine, pour hommes	2772	Vis à combinaison, à écrou et bois	2276	Voitures de livraison.....473, 2832	Wagons combinaison pour tuyaux de pompes à incendie et pour pompe à jet de produit chimique.....	2830	
Vêtements de dessous, tricotes, élastiques	2771	Vis à couchette, meuble, action de piano	2273	Voitures de livraison (automobiles)	2827	Wagons de terrassement.....	456
Vêtements de dessous tricotes	631	Vis à dentelures	2280	Voitures d'enfants, en canne et en rotin	450	Wagons de tramway électrique	457
Vêtements d'églises	2816	Vis à grosse tête carrée.....	2282	Voitures dites "concordes"	678	Wagons de voyageurs	466
Vêtements dits "Mackinaw"	618	Vis ailées	2286	Voitures dites "cutters"	803	Wagons-dortoirs et de marchandises	466
Vêtements confectionnés, pour hommes et garçons	619	Vis à machines	2284	Voitures dites "davenport's"	814	Wagons-glacières	466
Vêtements en toile et en cuir	615	Vis à machines, à coudre, à machines à écrire, etc.	2274	Voitures dites "democrats"	816	Wagons-lits	466
Vêtements huilés	620	Vis à oeillet	2272	Voitures dites "surreys"	2565	Wagons-moteurs, de chemin de fer	467
Vêtements imperméables	622	Vis à tête carrée, pour menuiserie	2281	Voitures et chariots pour poupée	452	Wagons-parloir	466
Vêtements pour dames	617	Vis de pression	2284	Voitures légères.....	2832	Wagons pour fonderies	459
Vêtements pour employés de chemins de fer, de bateaux à vapeur, etc.	621	Vis en acier trempé	2276	Voitures, moteurs électriques	1729	Wagons réservoirs pour l'huile	465
Vêtements pour l'athlétisme	612	Vis en fer, pour établis, presses à fromage, presses, orgues, pianos, etc.	2278	Voitures pour le commerce	2831	Wagons-vestibule	466
Vêtements pour usage en automobile	613	Vis façonnés	2284	Voiturettes à marchandises	455	Whiskey	2287
Viandes cuites et conservées, en boîtes	1687	Vis (plaquées et polies) bleuies, bronzées, etc.	2283	Volets d'acier et de métal	2361		
Viandes hachées	1713	Vis pour amarrer les bateaux	2277	Voltamètres	2824		
Viandes préparées	1688	Vitrines d'étalage	484	Voûtes et portes de voûtes	2798		
Vilebrequins pour charpentiers	268	Voiles	2231				
Vinaigre	2819	Voilettes	2805				
Vins	2904	Voitures	449				
Vins médicamenteux	2905	Voitures à bagages	2831				
Vins non-fermentés	2906	Voitures à charbon et à marchandises	2831				
Viroles	1007	Voitures à ressorts	2832				
Vis à bicyclettes	2274	Voitures, (bandes de)	88				
Vis à bois, en cuivre, en fer et en acier	2286	Voitures d'ambulance et de transport militaire	2825				
Vis à bois, tête carrée.....	2281	Voitures de courses	2562				

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Lista Alfabética de los Artículos Fabricados

Por los Miembros

A					
Abonos de carnicería	1009	Alambre sin costura cubierto de oro	2920	Arados con asiente al estilo "sulkey"	1983
Abonos de tierra, hueso mineral y guimicos	1008	Alambre tejido para cercas	1001	Arados de discos	1976
Abrazadoras de hierro y de acero	1155	Alambre templado y no templado	2796	Arados mecánicos para jardines y huertas	2287
Acabadores de artículos de latón y bronce	1024	Alambres de seguridad para corrientes eléctricas	1125	Arados para contratistas y cosechar raíces	1977
Accesorios de funeraria	2766	Alambres eléctricos con forros aisladores y sin forros	2912	Arados para hacer caminos carreteros	1981
Accesorios de latón para muebles	2711	Alambres para fabricantes de sombreros de señoras	2917	Arados para quitar la nieve	1982
Accesorios de lechería	2709	Alambre para hacer clavos y robiones y para atar	2918	Arados para terrenos inclinados	1979
Accesorios para estufas	2715	Alarmadores, Rociadores eléctrico y automático	13	Arados sementeros y para cosechar papas	1973
Accesorios para tapiceros	2716	Albayaide	1455	Arboles de transmisión	2312
Aceite combustible, petróleo	1793	Albayaide, molido en aceite	1456	Archivadores de oficinas	1011a
Aceite de alquitran de madera	1802	Albayaide y almagre	1455	Arco de carruaje	247
Aceite de lardo (tocino)	1794	Alcohol	15	Argamas, mezcla de cal y arena	1727
Aceite de maíz	1791	Alcohol, demadera	16	Arganos ó malacates	2898
Aceite de pescado	1792	Alfileres	1926	Armarios metálicos	1521
Aceite de pié de vaca	1797	Alfileres de tocador	1936	Armazones de acero para tejados	2203
Aceite ó grasa de algodón	722	Alfombras grandes de todas clases	2892	Armazones de tejado	2729
Aceite, oleo	1798	Alfombras, Artísticas cuadradas "Ingrain." Lana "Union"	44	Armonios pequeños provistos de lengüetas de latón y También lengüetas de madera	1818
Aceites para la cocina y para ensaladas	1790	Alfombras, muestras de	1890	Arneses	1250
Aceite para lubricar	1796	Alfombras para carruages	2213	Aros de alambre	1317
Aceiteras para máquinas	1805	Alfombras, para coches ferrocarriles, vapores salas de asamblea, etc	444	Aros de hierro, máquinas para hacerlos	147
Aceite para preservar madera	1801	Alicates	1974	Aros para barriles	1316
Acero en barras	2507	Almidón de maíz, para lavandera, culinario	2497	Arrancadores de lana	2941
Acero estirado á frío	2509	Almohadas	187 y 1923	Arrancadores de remolacha	2068
Acero, para construcciones	331	Almohadas y traveseros	181	Arroz y productos de	2165
Acero pulido para máquinas	2510	Almohadillas de aire	1833	Arpas	52
Acero y alambres para corsés	2513	Alquitran y productos de alquitran	2617	Arsenico, Blanco de	43
Aceteto de cal	1495	Altas	20	Artesas para amasar el pan	1851
Acidos	2	Alumina, sulfato de	21	Artesanos para carbón	1292
Acidos, acético	3	Amianto	45	Artículos de acero fundido	509
Acidos, fenico	4	Amianto cemento	46	Artículos de adorno de metal para bovedas	2799
Acidos, sulfurico, muriático y nítrico	5	Amianto Lana mineral	1714	Artículos de alambre	2928
Acopladoras automáticas de aire y vapor	732	Amoniaco, en polvo	26	Artículos de aluminio fundido	491
Acopladoras con desenganche automatico	734	Amoniaco y productos amoniacaes	25	Artículos de arcilla para el fuego	585
Acopladoras de carro de ferrocarril	733	Amoniaco, sulfato de	27	Artículos de cobre	705
Acopladoras para conductos de cauchú	736	Angulos de acero para construcción	31	Artículos de cobre fundidos	497
Acumuladores, hidráulicos	1	Anilinas	32	Artículos de fundición para calderas, llamados agujero del hombre	504
Adoquines, para el empedrado de calles	180	Anillas de bauprés	2170	Artículos de fundición para vapores	508
Adornos para edredones	1130	Anillos de cauchú	2171	Artículos de goma para electricidad	912
Adornos para modistas trages y militares	1818	Antimonio	34	Artículos de hierro colado para máquinas agrícolas	496
Afiladores de sierras	2318	Antimonio, ganga de	1811	Artículos de hierro fundido para la construcción de fachadas	495
Agentes de patentes	2437	Antiplogistina medicamento que sirve para impedir la inflamación	35	Artículos de hierro galvanizado	1364
Agotadores para máquinas de acepillar maderas	963	Antitoxicos	36	Artículos de hierro gris	1041
Agua, purificadores y ablandadores	2853	Aparagafuegos automáticos	966	Artículos de hierro para cocheras	1044
Aguardiente, de vino	284	Aparatos crematorios para desperdicios	756	Artículos de hierro para el servicio de aguas	510
Aguardiente, "whisky"	2887	Aparatos de alarma de incendio	1025	Artículos de hierro para garfios de madereros	2422
Agua de tocador	2855	Aparatos eléctricos	1415	Artículos de hilo y de algodón, tejido de media	1323
Agua gasosa	2851	Aparatos eléctricos para aumentar la corriente en baterías	646	Artículos de hojalata	1365
Agua minerales	2852	Aparatos eléctricos para cocinar	692	Artículos de hojalata estañados, printados, litografiados y lisos	2654
Agujetas de zapato	1438	Aparatos en donde encajan las bombillas de luz eléctrica	2421	Artículos de latón fundidos	492
Aire, aplicaciones	39	Aparatos para arrancar pilotes	377	Artículos de madera curvada para poleas de transmisión	248
Aisladores de vidrio y porcelana	1357	Aparatos mecanicos para llenar sacos	74	Artículos de madera, para oficinas, bancos y tiendas	1046
Alabeo de algodón	2840	Aparatos para medir	1143	Artículos de madera torneados	2749
Alacenas	2364	Aparatos para blanquear paredes	2890	Artículos de metal plateado	1050
Alambiques de cobre	2519	Aparatos para cavar hoyos de poste	835	Artículos de paja	2552
Alambiques (vease alcohol)	840	Aparatos para fijar gomas en llantas de coches	2308	Artículos de papel	1882
Alambre con puas para cercados	2908	Aparatos para la ignición de metales	1339	Artículos de papelería	2498
Alambre de acero	2922	Aparatos telegraficos para hacer señales en los barcos	2625	Artículos de semi-acero fundido	506
Alambre de acero muy duro "High Carbon"	2916	Aparatos químicos	559	Artículos diversos, de goma y moldeados	2212
Alambre de latón cobre y chapado	2909	Aparatos surtidores de mineral	988	Artículos fundidos de bronce	494
Alambre de oro y de plata	2914	Aparejos para levantar pesos fuertes	1374	Artículos fundidos de hierro gris	499
Alambre en rollos	2911	Aparejos para vagones y carruages	1149	Artículos fundidos para la construcción de puentes	493
Alambre encerado v destemplado	2919	Apartaderos de hierro y hachero	2365	Artículos fundidos para ferrocarriles	505
Alambre enderezado y cortado	2923	Apisonadores hidráulicos	2131	Artículos livianos de fundición	502
Alambre estañado	2924	Apoyos de caldera	2491	Artículos musicales	1748
Alambre galvanizado	2913	Arados	1975	Artículos nikelados de cocina	1770
Alambre para encuadernadores, fabricantes de escobas y para embotellar	2910			Artículos para bancos oficinas y tiendas	1042
Alambre para enfardar heno y cortado en medidas determinadas	2915				
Alambre para hacer resortes y colchones de alambre	2921				

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Artículos para curtidores de cuero	2608
Artículos para droguistas y farmaceuticos	879
Artículos para el alumbrado á gas	1135
Artículos para fábricas de calzado	2342
Artículos, para ingenieros	931
Artículos para juegos de goma	2458
Artículos para moldeadores	1732
Artículos para ópticos	2444
Artículos para recuerdos	2439
Artículos para salas de baños	1040
Artículos para tintoreros	896
Artículos pesados de fundición	501
Artículos plateados	2382
Artículos tapizados	2780
Artículos y equipos para juegos	2457
Asbestos	1714
Ascensores de mano	918
Ascensores domesticos para elevar objetos de la cocina á los pisos altos	2337
Ascensores para fábricas almacenes y para pasajeros	916
Ascensores para grano	917
Ascensores para trituradoras de piedra	919
Accesorios eléctricos	910
Asfalto	47
Asfalto, fieltro y otros materiales (preparados) para tejados	2204
Asientos cóncavos para sillas	636
Asientos de excusado	2293
Asiento de jardín	2295
Asientos para carruages	2292
Asientos para coches de ferrocarril	2291
Asientos suspendidos para vagones	2297
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Atabales chinos, usados en las fondas, para llamar a la mesa	1183
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Automobiles	54
Automobiles carrozas, toldos y adornos para	53
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Azadas	1233
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Azadones de peto plóquetas	1677
Azúcar preparado para pastelerías	2553
Azúcar refinado	2559
Azuclas	8
Azul, usado por lavanderas	188
Azulejos y mosaicos	1095

Baños, Esmaltados, galvanizados y charolados	109	Bombas para, cisternas pozos, alijibes	2091	Cajitas de cartón para especias y polvos para hacer gelatinas. 463	Carros de acarreo muy pesados.. 1528
Barandillas de hierro	2119	Bombas para el uso de veterinarios	2102	Cajitas para merienda y trasportar comida	Carros de ambulancia y para transportes militares
Barandillas de latón	2118	Bombas para prensas hidráulicas	2095	Cal	2825
Barandillas de madera para altares, bancos, etc.	2120	Bombas rociadoras	2100	Cal, piedra de cal y magnesia (Dolomita)	2828
Barberos, utensilios para	92	Boqueros de manguera	1779	Cal, pedregal de cal y magnesia	2834
Barcas, a vela, remo, etc., y canoes	197	Borax	239	Cal, pedregal de cal y magnesia	457
Barcas, faluas y chalupas de acero	93	Borados en oro y plata	924	Cal, pedregal de cal y magnesia	2827
Barnices para metales	1420	Borradores para pizarras	957	Cal, pedregal de cal y magnesia	473
Barnices y charoles	1378	Botas altas para madereros	1435	Cal, pedregal de cal y magnesia	2832
Barras angulares de metal	98	Botas y zapatos de cuero	237	Cal, pedregal de cal y magnesia	451
Barras de acero, palancas	100	Botas y zapatos de fieltro y forrados de fieltro	236	Cal, pedregal de cal y magnesia	2831
Barras de hierro bruto	102	Botas y zapatos de lona	235	Cal, pedregal de cal y magnesia	2830
Barras para las rejillas de calderas	99	Botellas	243	Cal, pedregal de cal y magnesia	2829
Barras y bancos vagones, etc.	103	Botellas de goma para agua caliente	244	Cal, pedregal de cal y magnesia	453
Barredoras mecánicas	1319	Botelleros, efectos para corchos, etc.	242	Cal, pedregal de cal y magnesia	464
Barrenas de carpinteros	268	Botes a vapor, yates (yachts) y vapores	198	Cal, pedregal de cal y magnesia	2833
Barrenas, para calafates, etc.	50	Botines de cuero y de paño	1481	Cal, pedregal de cal y magnesia	461
Barrenas para practicar hoyos en la tierra	51	Botones	356	Cal, pedregal de cal y magnesia	465
Barreras de ferrocarril y para cercar las casas	1140	Botones en forma de barril	354	Cal, pedregal de cal y magnesia	449
Barreras de hierro y de alambre	1141	Botones forrados de paño	355	Cal, pedregal de cal y magnesia	447
Barriles	90	Botones para calzones de lona	358	Cal, pedregal de cal y magnesia	450
Barrilitos para frutas conser vadas en vinagre, o legumbres	1390	Bovedas para guardar valores y puertas para	2793	Cal, pedregal de cal y magnesia	446
Barrillos para pinturas	1389	Boyas de hierro y acero	388	Cal, pedregal de cal y magnesia	2000
Basculas	2258	Boyas, iluminadas a gas	387	Cal, pedregal de cal y magnesia	2052
Bastidores de acero hueco para ventanas corridizas	2240	Bragueros y armaduras de hierro para los brazos	2566	Cal, pedregal de cal y magnesia	425
Bastidores de madera para ventanas balcones, etc.	457	Brochas y pinceles para pintores	317	Cal, pedregal de cal y magnesia	2550
Bastoncitos, astillas para hacer fosforos	2451	Bronce, efectos para plomeros y hojalateros	286	Cal, pedregal de cal y magnesia	427
Baterias	114	Bronce, en ingotes	287	Cal, pedregal de cal y magnesia	430
Baterias de zinc	2955	Bronce fosforado	303	Cal, pedregal de cal y magnesia	469
Baterias electricas	112	Bronce laminado	288	Cal, pedregal de cal y magnesia	1323
Baterias medicinales	113	Bronce, lumen	307	Cal, pedregal de cal y magnesia	136
Bahules	2728	Bronce, moldes de, para pasteleros	290	Cal, pedregal de cal y magnesia	841
Bencina	149	Bronce, trabajos arquitecturales	289	Cal, pedregal de cal y magnesia	2531
Betunes para zapatos	365	Ruedecitas para muebles camas, etc.	490	Cal, pedregal de cal y magnesia	1849
Biberones para niños	150	Bufetes	327	Cal, pedregal de cal y magnesia	1654
Bicicletas	152	Bufetes Alacenas para cocinas	367	Cal, pedregal de cal y magnesia	95
Bielas de conexión	748	Butacas para teatros	546	Cal, pedregal de cal y magnesia	2166
Bielas de conexión para máquinas	2185			Cal, pedregal de cal y magnesia	2367
Bidones Galvanizados para aceite	401			Cal, pedregal de cal y magnesia	2267
Bidones para el transporte de leche en las fabricas y ferrocarriles	398			Cal, pedregal de cal y magnesia	2266
Bidones para uso domestico para petroleo ó aceite	399			Cal, pedregal de cal y magnesia	846
Billetes de Bahco	91			Cal, pedregal de cal y magnesia	517
Billetes de ferrocarril	2635			Cal, pedregal de cal y magnesia	315
Biombos artisticos	2264			Cal, pedregal de cal y magnesia	319
Biombos giratorios	2268			Cal, pedregal de cal y magnesia	666
Bisagras de gaza para buques	1287			Cal, pedregal de cal y magnesia	2858
Bisagras de resorte	1286			Cal, pedregal de cal y magnesia	2857
Bisagras y quicios para puertas, biombos, etc.	1284			Cal, pedregal de cal y magnesia	999
Bizcochos	160			Cal, pedregal de cal y magnesia	2002
Bizcochos cubiertos de azucar Garrafiado	1338			Cal, pedregal de cal y magnesia	525
Bizcochos y Triscochos hechos del trigo entero, sin separar la piel, y luego formados por hilachas	161			Cal, pedregal de cal y magnesia	1523
Blancos	359			Cal, pedregal de cal y magnesia	1525
Blagues de cemento hueco para construcciones	176			Cal, pedregal de cal y magnesia	297
Blusas y matines (para señoras)	183			Cal, pedregal de cal y magnesia	17
Bobinas de madera	199			Cal, pedregal de cal y magnesia	105
Bobinas que sirven para liar papel	1984			Cal, pedregal de cal y magnesia	106
Bocaci	326			Cal, pedregal de cal y magnesia	108
Bolas de billar y "Pool"	84			Cal, pedregal de cal y magnesia	107
Bolas-de-madera para jugar á bolos	86			Cal, pedregal de cal y magnesia	2817
Bolas, para juego de bolos y demas accesorios	19			Cal, pedregal de cal y magnesia	551
Boleas de coche	2882			Cal, pedregal de cal y magnesia	2213
Boles de coche, capsulas	2884			Cal, pedregal de cal y magnesia	974
Bolos, bolillos y suelos para esta-clase de juego	126			Cal, pedregal de cal y magnesia	292
Bombas de hierro para impulsar agua	2096			Cal, pedregal de cal y magnesia	2808
Bombas á turbinas	2103			Cal, pedregal de cal y magnesia	2494
Bombas metalicas de pozo, figura de cantaró	2098			Cal, pedregal de cal y magnesia	2495
Bombas á vapor para cortidumbres, minas y fabricas de papel y pulpa	2101			Cal, pedregal de cal y magnesia	2694
Bombas centrifugas	2090			Cal, pedregal de cal y magnesia	554
Bombas de aire	2087			Cal, pedregal de cal y magnesia	2478
Bombas de doble y triple expansión	2092			Cal, pedregal de cal y magnesia	569
Bombas de incendios	2094			Cal, pedregal de cal y magnesia	570
Bombas eléctricas	2093			Cal, pedregal de cal y magnesia	515
Bombas, para abastecer aguen las capitales	943			Cal, pedregal de cal y magnesia	1988
Bombas para aceite	2097			Cal, pedregal de cal y magnesia	579
Bombas para ácidos	2086			Cal, pedregal de cal y magnesia	580
Bombas para alimentár calderas	2089			Cal, pedregal de cal y magnesia	808
Bombas para buques	2099			Cal, pedregal de cal y magnesia	804
Bombas para cerveza	2083			Cal, pedregal de cal y magnesia	2202
				Cal, pedregal de cal y magnesia	2144
				Cal, pedregal de cal y magnesia	806
				Cal, pedregal de cal y magnesia	2632
				Cal, pedregal de cal y magnesia	2193
				Cal, pedregal de cal y magnesia	2196

Cilindros para allanar la tierra..	2192	Colores para teñir mortero, yeso, etc.	2481	Cubos o' bidones para leche fabricas y ferrocarriles	398	Edredones, cubrepies	905
Cilindros para allanar tirados por caballos	2195	Colores para teñir suelos	2480	Cubos para dragas	507	Efectos de madera	2936
Cilindros para gruas	881	Columnas de bronce	662	Cucharas tenedores cuchillos, etc., de plata de ley	2384	Efectos para pozos de petroleo	1807
Cilindros para máquinas á vapor	807	Columnas de hierro para edificios	664	Cucharones, para mantequilla, etc.	1425	Efectos para pirograficos	2108
Cilindros para moler mineral	2197	Columnas y pilastras para la arquitectura	663	Cuchilleria	791	Efectos tejidos para caballerizas	611
Cilindros revestidos de latón	805	Columpios de jardin	2569	Cuchillos	1401	Ejes, con conjinetes de rodillos cónicos	63
Cimento de amianto plástico y de horno	518	Comida para animales y aves de corral	1072	Cuchillos mecanicos para adelgazar cuero	2398	Ejes (de acero) para cochecitos, carritos y vehiculos para niños	62
Cimento de goma	522	Comida para pájaros	1073	Cuchillos para cortar papel tallar y pulir madera y cortar chapas	1406	Ejes de sierras	41
Cimento para azoteas	521	Comodas	562	Cuchillos para cortar pulpa de madera	1405	Ejes, para carros, cabriolés y demas carruages	60
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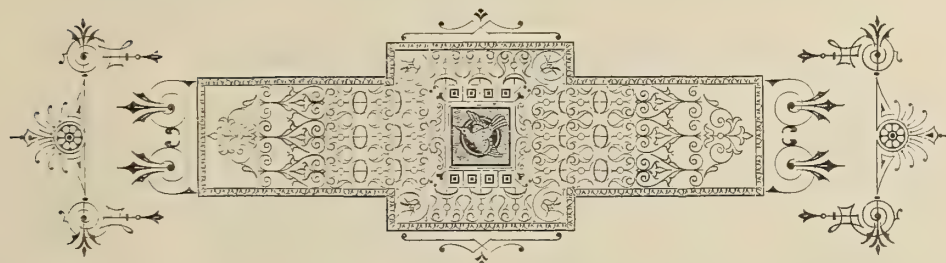
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AMONG THE INDUSTRIES

Peterborough will instal two 3,000,000 pumping engines.

The Bank of Montreal will build a large branch in Port Arthur.

Belleville will vote on a by-law to expend \$70,000 on school buildings.

A museum will be erected by the University of Toronto at a cost of \$300,000.

Excavations for the new General Hospital in Toronto will commence this fall.

The McClary Manufacturing Co. will build an addition to their moulding shop.

The Hedley-Shaw Milling Company will build a large flour mill at Port Colborne, Ont.

The Frost Wire Fence Co. will extend their factory in Hamilton at a cost of \$10,000.

The Schultz Bros. Co., Brantford, Ont., will extend their plant to include the manufacture of motor boats and supplies.

The promoters of a metal working factory at Berlin have approached the Council with a proposition to start a business there.

The Kennedy Motor Car Company, of which Geo. A. Clare is President and H. Kennedy Manager, will erect a factory at Preston.

Work has begun on the million dollar hotel, the Chateau Laurier, to be built by the Grand Trunk Railway Co. on Major's Hill, Ottawa.

The Toronto Furniture Co. are negotiating for the purchase of land from the city, on which they intend to build an addition to their factory.

The Northumberland Pulp Co. will erect a plant near Campbellford, Ont., if they receive a fixed assessment from the township of Seymour.

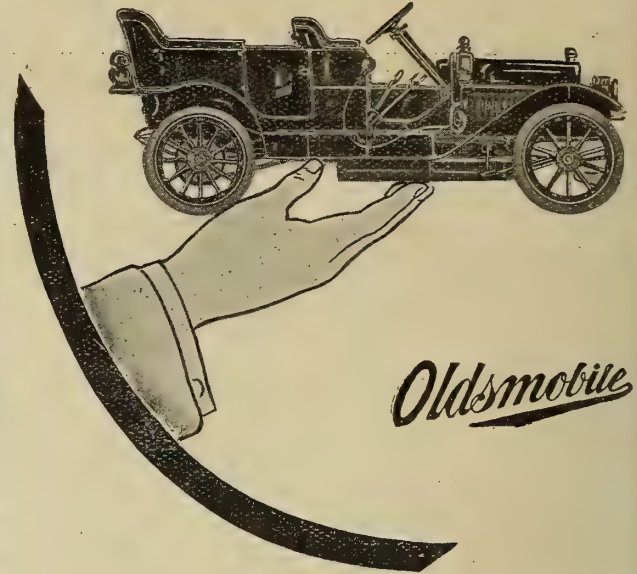
The Royal Furniture Co. of Strathroy will get a loan of \$20,000 from the municipality in consideration of their building a factory this summer.

The Otis-Fensom Co. have decided not to move their factory from Hamilton. Additional property has been bought and a new building will be erected.

The Webber Gas Engine Company will receive a loan of \$40,000 from the town of Barrie. In return they undertake to build a foundry at a cost of \$60,000.

The Dain Manufacturing Co. are proceeding with building operations in Welland. The Dain Company is a branch of a United States farm implement manufacturing establishment.

The Canadian Power Co. at Niagara Falls, Ont., are figuring on doubling their already large plant. They are preparing to sell bonds to the extent of \$25,000,000 in furtherance of the project.



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MONTREAL, HALIFAX, OTTAWA, COBALT,
WINNIPEG, VANCOUVER, ROSSLAND.

TRADE ENQUIRIES.

The enquiries respecting openings for trade have not been as numerous recently as they have been at some periods, due to the fact that there is a comprehension in Canada of what foreign trade involves, and the enquiries do not come as a rule from firms who have neither the capital nor the necessary output to trade abroad, writes Mr. J. S. Larke, Australia, in the Canadian Trade and Commerce Reports. At one time it was a common thing to receive letters from persons who were unable to do a Canadian trade, but who, apparently, had hopes that what they could not accomplish at home could be done abroad.

It is hopeless for any manufacturer who cannot get a home trade to find a market for his goods outside of the country of production, except in rare instances where he is able to manufacture goods well, but has not the business faculty of merchandising them, and has the good fortune to obtain an agent who is a better business man than himself. But this does not often occur. It is satisfactory to find that large concerns who have not made much of an attempt to export are gradually seeking to do so.

REGISTRATION OF TRADE MARKS IN NEW ZEALAND.

H. M. Trade Commissioner for New Zealand (Mr. G. H. F. Rolleston) writes that it would be well for British manufacturers with registered trade marks for their goods to register such marks in New Zealand if they intend to extend their business there in the future. It often happens, he says, that a British manufacturer applying to have his mark registered in New Zealand finds that the mark has been already registered by some local maker of a similar production. The charge made by local agents for registering a mark for a period of fourteen years is £3 3s., which sum includes the Government fees, amounting to £1 5c.—Board of Trade Journal.

CANADIAN CATALOGUES FREQUENTLY CONSULTED.

Mr. D. H. Ross, writing from Melbourne, Australia, says: Catalogues of Canadian manufactures filed at this office have been very frequently consulted during the last month. Some orders are reported for lines of heavy hardware, office furnishings, and dry goods of a special class. Enquiries are going forward for spruce and other lumber (subject to cabled quotations), and also for some heavy hardware. A considerable quantity of British Columbia salmon has gone into consumption during the Lenten season, and to some extent Nova Scotia lobsters are meeting with a fair sale.

BORAX.

According to letters received at this office, there is a very promising field for a firm who could take up the manufacture of borax in Canada. The writer, an English expert, who has spent most of his life in connection with this industry, and is thoroughly familiar with the process of manufacture, states that Canada imported during the last fiscal year 3,145,637 pounds, valued at \$114,880. Borax has never been made in this country, and the writer thinks that, with a slight protection, the whole of the Canadian market could easily be secured by a Canadian firm. He would be glad to hear from any firm or investors desiring to look into this proposition, and is prepared to superintend the construction of a plant on a percentage basis. Full particulars regarding capital required, profits, and general conditions may be had on application to the secretary.

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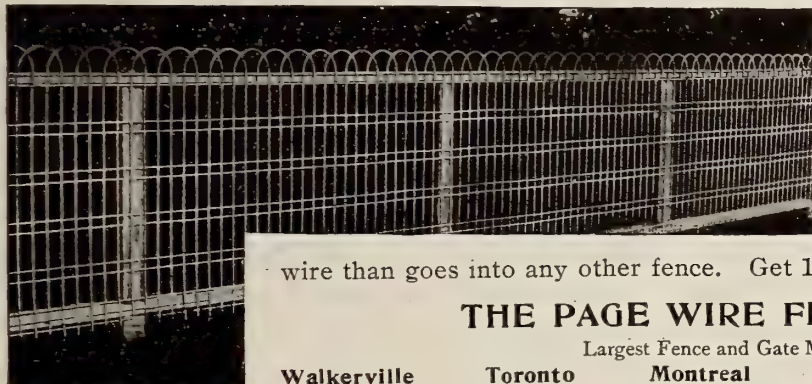
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THE PAGE WIRE FENCE CO., LIMITED

Largest Fence and Gate Manufacturers in Canada

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OTIS-FENSOM ELEVATOR CO., Limited

MANUFACTURERS OF

"OTIS STANDARD ELEVATORS"

HEAD OFFICE:
TRADERS BANK BLDG.,
TORONTO

MONTREAL OFFICE:
423 ST. JAMES ST.

WINNIPEG OFFICE:
MCREA BLOCK,
COR. KING AND JAMES STS.



To my Fellow Members of the C.M.A.

Gentlemen,—

I am addressing you in this manner for two reasons: Firstly, because I believe we should all support our own paper to the best of our ability, and Secondly, because I believe that members of our Association read carefully the advertising pages of this magazine.

It is a well-known saying that "The twentieth century belongs to Canada." During the last five or six years the progress and development of Canada has been simply marvellous. Even the months of depression through which we have just passed were only a temporary set-back and we did not suffer nearly as much as most other countries. Business all over our broad Dominion, from the Atlantic to the Pacific, is now getting brisk and rapidly extending. This means that to keep abreast of the times you, and all of us, will have to extend and grow also. New buildings will have to be erected, or old buildings probably altered, to provide more economy and space.

This is where my company comes to your assistance. Whether you want roofing or siding, ceilings or walls, your most satisfactory and economical material will be our Architectural Metallic Work, which is fireproof, weather-proof, sanitary and durable. Our "Eastlake" Steel Shingles have been on the market in actual use for over 25 years, and are as good to-day as the day they were laid.

Our Brick or Rock Faced, Stone Pattern Sidings make a most artistic yet cheap outside covering.

For your offices or warehouses, showrooms, etc., you can't do better than use our Metallic Ceilings and Walls, which are made in hundreds of different designs and patterns, and are used in the best stores and buildings from Halifax to Vancouver.

That I practise what I preach, I can prove to you by showing you our own offices and warerooms, which are all decorated with our own metallic ware.

All I ask is that you write us when you are contemplating building or making any alterations and let us submit you plans and estimates.

Yours truly,

J. O. THORN,

Managing Director.





Do You Want :— Fireproof Roofs ?

Our "Eastlake" Metallic Shingles make an absolutely fire and weatherproof roof—lightning, wind, rain or snow having no effect on them whatever. They are made of the highest quality galvanized steel, perfectly rust proof, in a very neat design. The cost of labor in laying "Eastlake" is reduced to a minimum—they being easier and quicker to lay than any other steel shingle on the market. You can find "Eastlake" roofs from the Atlantic to the Pacific that were laid twenty-five years ago and are in perfect condition to-day—never having needed repairs.

Metallic Rock-Faced Siding

This steel siding is very artistic—made in any brick or stone design, and when in place on the building is impossible to distinguish from genuine brick or stone work. It is a most economical yet very durable outside covering for any building—is easily laid, saving much expense in labor, and is fireproof, absolutely protecting the building from fire from outside sources.

Metallic Ceilings and Walls

Metallic Ceilings and Walls are the best, most practical interior decoration for any office, showroom, store, or even residence. They are water-proof, fire-proof, vermin-proof and very sanitary—no dust or small bits of plaster falling, which so often cause damage to goods. Metallic Ceilings and Walls can be had in a hundred different neat, artistic designs, suitable for any size office or store. They are easily laid and will last a lifetime; in all, the most economical, durable and artistic ceiling and wall decoration on the market.

Architectural Sheet Metal Goods

Furthermore we manufacture a general line of architectural sheet metal goods:—Galvanized Cornices, Ventilators, Finials, Pressed Zinc Ornaments, Conductor Pipe, Eavetrough, Steel Lath, Corrugated Iron, straight or curved, Fireproof Glass Windows and Doors, etc., all of the same high standard.

We are the oldest and largest sheet metal building material firm in Canada. A quarter of a century of steady progress has enabled us to place before the public the largest and best line of sheet metal goods on the market.

If you are building, or in want of building material for any purpose, do not fail to write us. We will give you helpful suggestions and a complete estimate.

Our goods are highly recommended by the Insurance Companies.

Foreign Agents

A big field for foreign agents. "METALLIC" is a most desirable and profitable line to handle. Write us for full information.

MANUFACTURERS, CONTRACTORS, EXPORTERS



Canadian Independent Telephone Company TORONTO, CAN.

CANADIAN INDUSTRY.—We have claimed and now reiterate that we have the only Canadian factory actually manufacturing telephone equipment in the Dominion that is not connected with or controlled by the Bell Telephone Company.

GET THE FACTS.—Test carefully all statements made in regard to Canadian Independent Telephones, and the facts will guide you right as to Canadian factories.

QUALITY TALKS.—The Canadian Independent Telephones have made a reputation for satisfactory service, up-to-date design and good appearance. Scores of companies using other makes have changed to the Canadian Independent Telephone after one practical test.

INFORMATION FREE.—Write us for full information and a copy of our Number 2 Bulletin on rural telephone construction. All information and estimates furnished free of charge by our engineers.

CONSTRUCTION SUPPLIES.—We carry a full stock of all kinds of wire and construction material. Ask for price list.

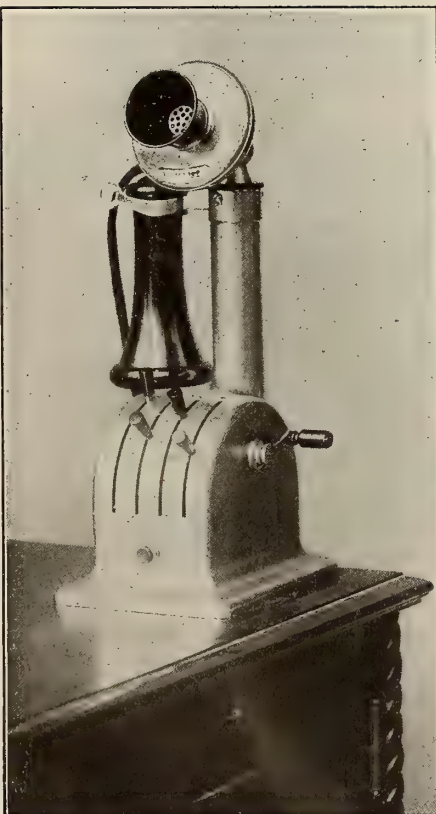
FULLY GUARANTEED.—All our telephones and switchboards are guaranteed for ten years and you can be sure of material and workmanship being first class.

PROMPT SHIPMENTS AND GUARANTEED SATISFACTION ARE BUILDING UP OUR BUSINESS.

**CANADIAN INDEPENDENT
TELEPHONE CO., LIMITED**
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Wall Telephone, Magneto Type



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Type

For Exchanges of 200 or More THE AUTOMATIC TELEPHONE

is the Final Word

Does Away With the Troublesome Central.

No Delays.

No Wrong Numbers.

No Disputes.

No Listening Board.

Central Energy Automatic Telephony costs no more to instal; costs less to operate, and gives absolute satisfaction; was invented and is made in Canada.

**CANADIAN MACHINE
TELEPHONE CO., LIMITED**
DUNCAN STREET, TORONTO



BEAUTIFUL METAL CEILINGS

OUR METAL CEILINGS make it possible to obtain beautiful and artistic interior effects at a price which could not be approached in any other way. We have designs which are specially adapted for Churches, Halls, Stores, Theatres, Restaurants, Residences, and every kind of interior decoration.

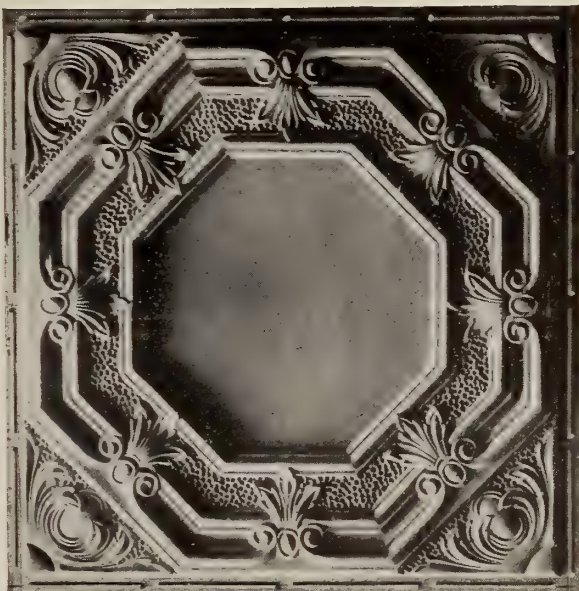
"HERRINGBONE" Expanded Steel Lath



The most rigid Expanded Metal Lath made. Saves time and plaster, and requires fewer studs than any other lath.

WE can satisfy the requirements of builders in any country. We invite correspondence, and will send our Catalogues free of charge to any corner of the world. We make all kinds of Sheet Metal Building Goods. Write us at once for particulars.

Metal Shingle & Siding Co., Limited, Manufacturers, PRESTON AND MONTREAL CANADA



Who are your Customers ? Dealers ?

With few exceptions the customers of a manufacturer are wholesale and retail dealers.

Unless you are one of the few exceptions who sell direct to the consumer, the wholesale and retail dealers of Canada in your particular line of trade are your best friends.

You will admit this ! And by so doing you admit that the more knowledge the wholesale and retail trade have of you and your product, the more of the product they are likely to sell.

And, if logic takes you this far, it will cause you to admit that continuous advertising in a publication that is proven to have an almost complete circulation among your customers is an undeniably good investment.

There is a list of trade, technical and specialized publications at the foot of this page, one or more of which are devoted to your particular line of industrial activity ; and the circulation of these papers is promoted by the largest, strongest and best salaried circulation organization in the British Empire.

Twenty first-class subscription salesmen are continuously employed on salary to canvass this broad Dominion, year in and year out, from one ocean to the other. And more than two hundred active local agents are stationed at as many important centres, many of whom spend the major part of their time in soliciting subscribers for our publications. There is hardly a new store opened up, or a store with a new proprietor, but what is at once canvassed by our circulation men. As a result our trade and technical publications have circulations that are more than 90 per cent. complete.

Don't hesitate to write us for a sample copy of any of the following papers connected with your business.

The Canadian Grocer
Hardware and Metal
Canadian Bookman
The Power House

Dry Goods Review
Printer and Publisher
Canadian Machinery
Financial Post of Canada
(A Newspaper for Investors)

Canadian Millinery Review
Bookseller and Stationer
The Plumber and Steamfitter
Busy Man's Magazine
(A Monthly Magazine interesting to men and women generally)

The Maclean Publishing Company, Limited

Publication Office - 10 Front Street East, Toronto

MONTREAL :
Eastern Townships Bank
Bldg.

WINNIPEG :
511 Union Bank
Bldg.

NEW YORK :
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Bldg.

CHICAGO :
933-935 Monadnock
Block.

LONDON, ENG.
88 Fleet Street, E.C.

**POSITIVE
REVOLUTION**



**NO CROSS
FRICTION**

Chapman Double Ball Bearings

are specially adapted to be used wherever friction exists.



TRANSMISSION

Clutch Couplings

Counter Shafts

Jack Shafts

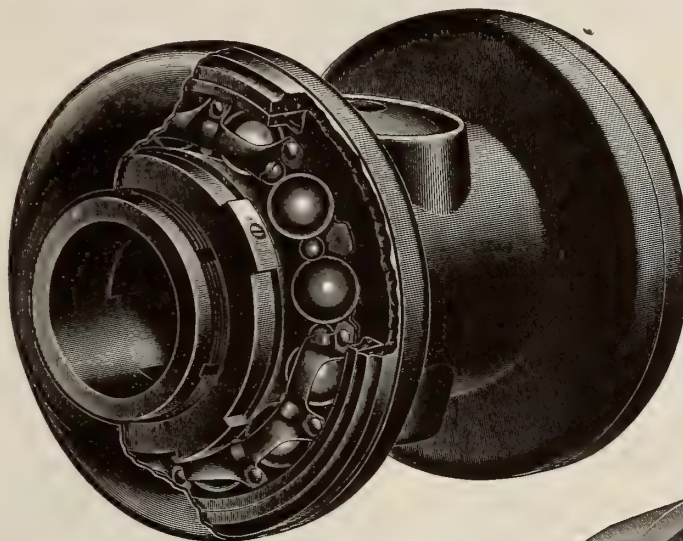
Line Shafting

Loose Pulleys

Mule Pulleys

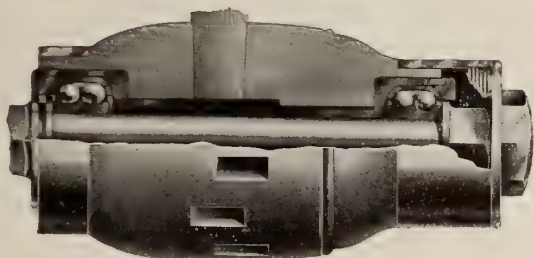
Where applied to line shafting are guaranteed to save 75 per cent. of friction and 95 per cent. of lubrication.

Ask for Bulletin No. 101 D.



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VEHICLES. Automobiles, Carriages, Express Waggon, Road Waggon, Trotting Sulkies Trucks and Drays.



AS APPLIED TO VEHICLES

Extensively used on
Mine Cars
Ore Cars
Dump Cars
Mine Tipples
Factory Trucks
Lawn Mowers
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MACHINES

Emery Grinders

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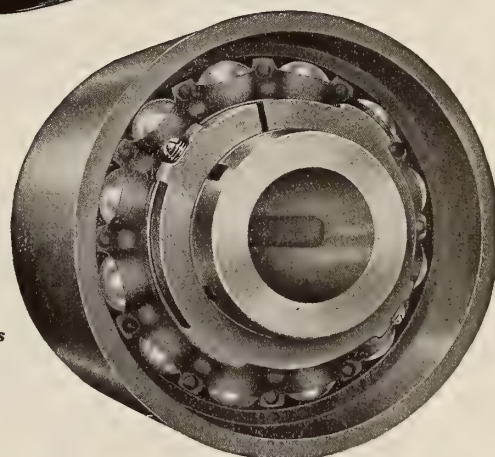
Farming Implements

Flour Mills

Laundry Machines

Travelling Cranes

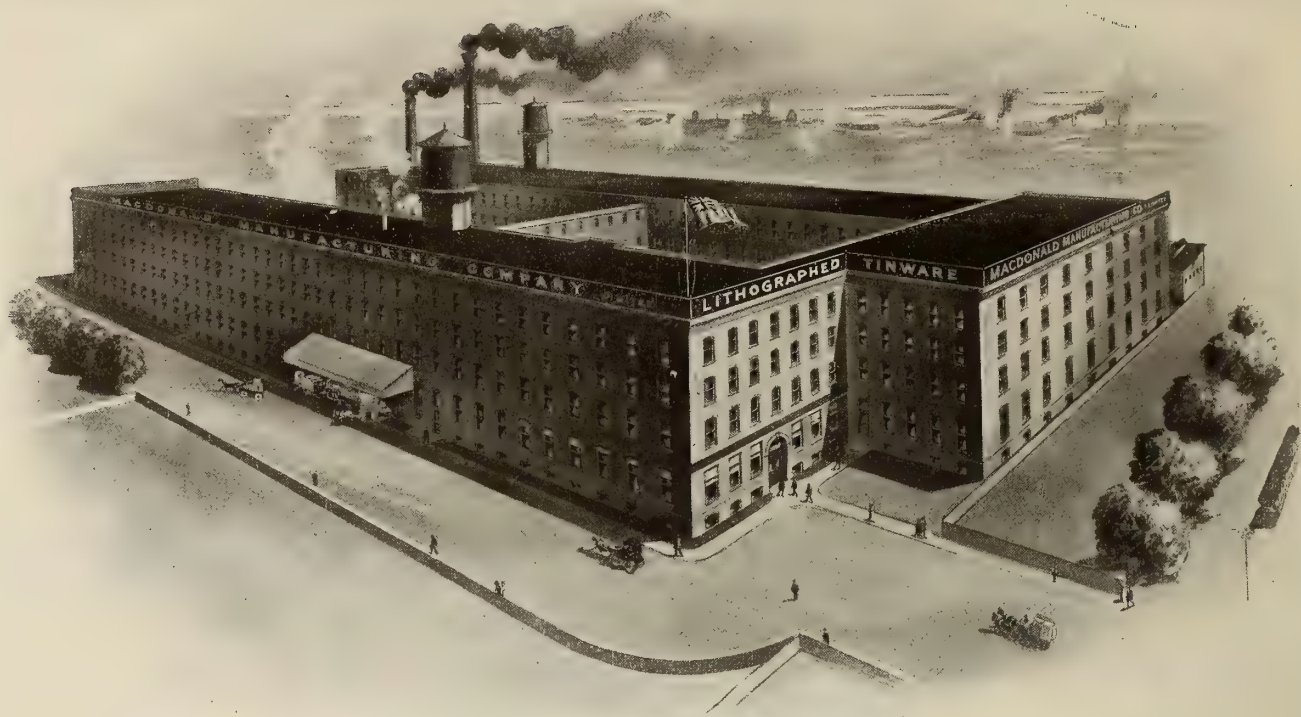
Send us particulars or specifications of your wants for standard or special sketches and details will be furnished gratis.



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The
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341-3 Sorauren Avenue - - TORONTO, CANADA



We think quality just as important in tinware as anything else. Compare our goods with others.

MACDONALD MANUFACTURING COMPANY, LIMITED.

PLAIN AND DECORATED TIN BOXES AND SIGNS.

Head Office and Works
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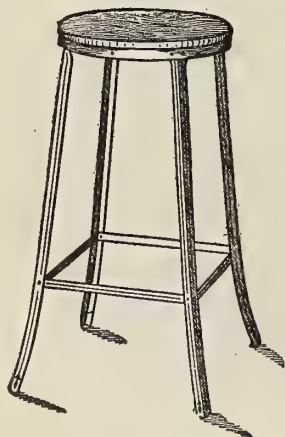
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We manufacture

**Concrete
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In all strengths and cut to any size
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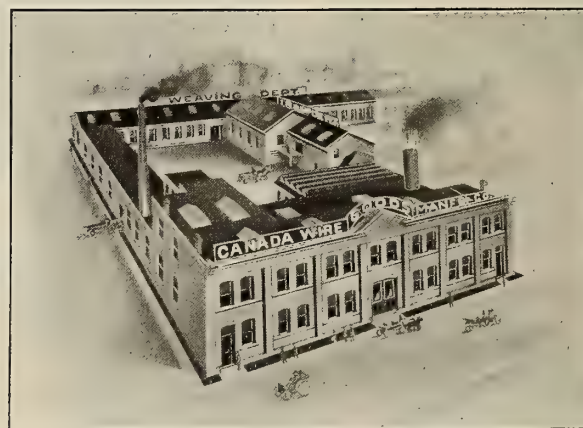


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We eliminate all BREAKAGES and YOUR MEN'S TIME in repairing the old wooden "Makeshift."

The price is very reasonable.

OUR MOTTO:—"If it's made of wire we make it."



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WIRE CLOTH for all purposes
POLICE STATION and JAIL CELLS
CLOTHES LOCKERS
FOUNDRY SUPPLIES
WIRE and IRON WORK
of every description

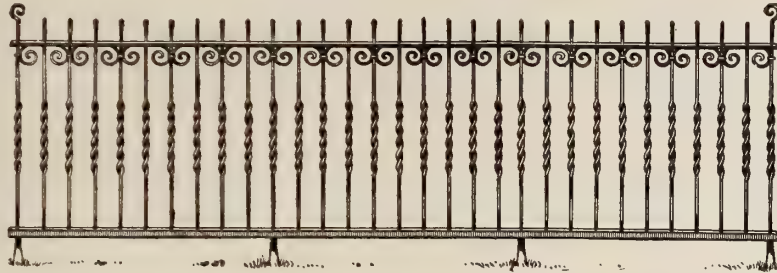
Write for particulars to

CANADA WIRE GOODS MFG. CO.,

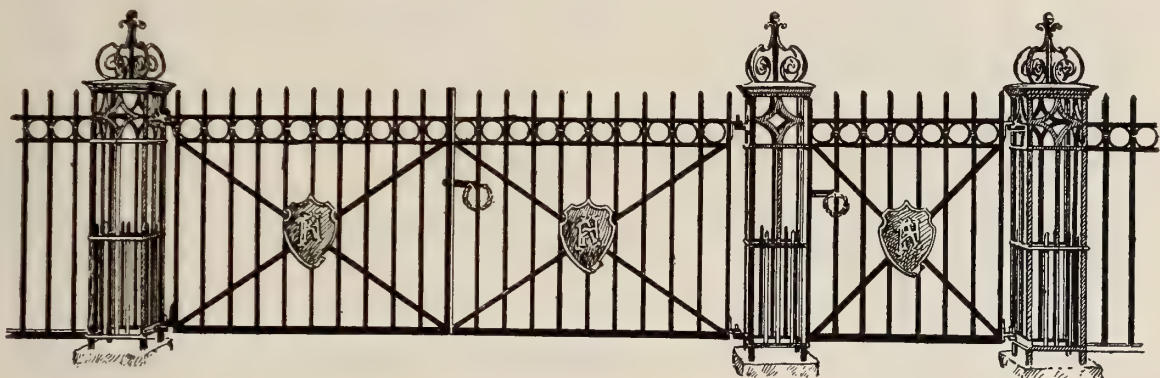
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The Geo. B. Meadows

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479 WELLINGTON ST. WEST TORONTO, ONT.



WE ARE ABREAST WITH THE INCREASING DEMAND FOR
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ORNAMENTAL OR PLAIN DESIGNS OF
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ARTISTIC EFFECTS IN WROUGHT IRON

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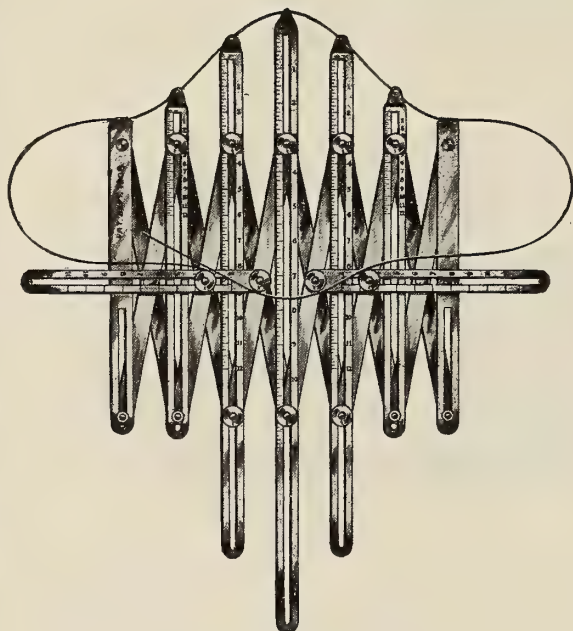
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SUTHERLAND RIFLE SIGHT CO.

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LIMITED

New Glasgow, N. S., Canada

**SPECIAL MACHINERY AND
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Universal Pipe Elbow Pattern



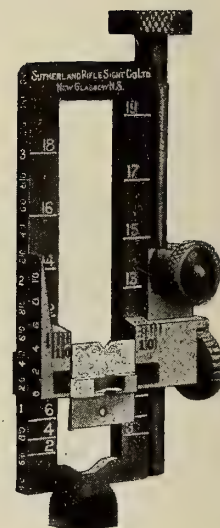
Manufacturers of

**Screw Machine
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SWITCH AND OUTLET BOXES A SPECIALTY

SOLE MANUFACTURERS OF

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and

The Universal Pipe Elbow Pattern

Estimates promptly furnished on receipt of specifications and
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Manufacturers of

Non-Conducting Coverings

For Steam, Hot and Cold Water Pipes, Boilers,
Heaters, Tanks, etc. Asbestos Cement, etc.



DEALERS IN

Mineral Wool, for insulation of Heat, Cold and
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Gaskets, Rope, Wick, Cloth, etc. ; Insulating
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PACKERS OF LEAF TOBACCOS

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Cigars, Cigarettes and Cut Tobacco

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HIGH-GRADE MECHANICAL RUBBER GOODS

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We are noted for our High-Class Printing and Binding.

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Color Work Produced in the most Artistic Effects by the Latest Methods



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Methodist Book and Publishing House

WILLIAM BRIGGS, PUBLISHER

29-33 RICHMOND STREET WEST
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Toronto, Canada

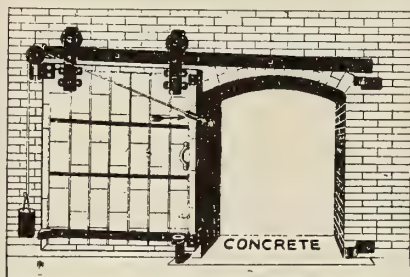
THE ORMSBY "UNDERWRITERS" FIREPROOF WINDOWS, DOORS AND SKYLIGHTS

You install Fireproof goods to get fire protection and to save money on your Insurance rates. If you leave your window and door openings unprotected, you are paying out a lot more for insurance than you should.

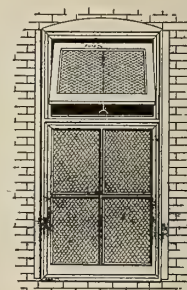
Manufacturers all over the Dominion have saved money by installing *our* goods. They put your business on a permanent basis. Fire can do it no serious injury. What would a fire do with your business to-day? Give you a full stop? What fire would do to you if you had *our* Fireproof Windows,

Doors and Skylights installed is so little that your business would not be even interrupted. That is what the Ormsby "Underwriters" goods do for you.

We are *experts* in this line, we have the experience, the men, the plant and the equipment. We quote you right, we guarantee you really fireproof goods and don't want your money until you and your Insurance men are thoroughly satisfied on this point. Let us get together. In the meantime ask your broker about our FIREPROOF WINDOWS, DOORS and SKYLIGHTS.



Manufacturers and Contractors of Fireproof Windows, Doors, Skylights, Partitions, Adjustable Fire Door Hangers, Fire Door Hardware, Oily Waste Cans, Fire Bucket Tanks, Fire Extinguishers, Cornices, Metal Ceilings, Corrugated Iron, Blow and Vent Piping, Asbestos Lumber, Siding and Sheathing, Slate, Felt and Gravel Roofers.



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Factories { Queen and George Sts., Toronto
677-81 Notre Dame Ave W., Winnipeg



WE MAKE

TANKS

ALL SIZES

WOOD AND STEEL

ONE QUALITY & THEY ALL HOLD WATER

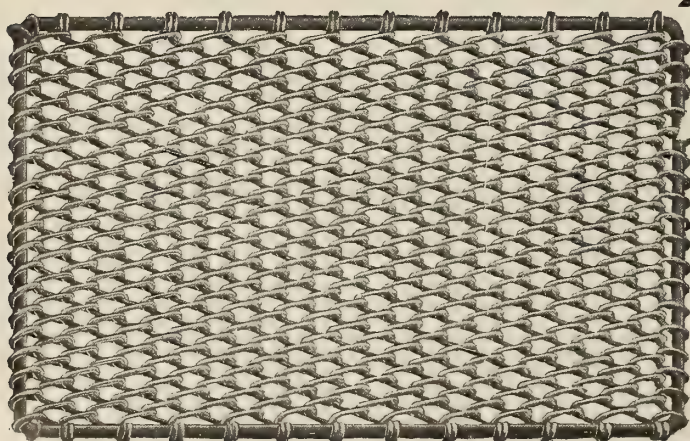
Specialty: SPRINKLER SYSTEM TANKS, STANDARD SPECIFICATIONS

STEEL SUBSTRUCTURES

Painted or Galvanized

SOLD FROM ATLANTIC TO PACIFIC

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OUR NEW SIMPLEX

Is the Cheapest Mat on the Market. Write for Price.

We make four kinds of Wire Mats

The B. Greening Wire Co., Limited

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Cut your Insurance in half by having us
instal an

Automatic Fire Sprinkler System

throughout your Factory, Store or Ware-
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Write us for Estimates

Correspondence Solicited

READ

What one of our many Pleased
Customers has to say:

OTIS-FENSOM ELEVATOR COMPANY, LIMITED

TORONTO, June 23rd, 1908.

THE GENERAL FIRE EQUIPMENT CO.,
72 Queen St. East, Toronto, Ont.

Gentlemen,—We wish to congratulate you upon the satisfac-
tory manner in which you installed your "Non-Corrosive"
Sprinkler Equipment in our factory at Hamilton.

The equipment itself has met the requirements of the Fire
Underwriters in every respect, and has been thoroughly satis-
factory to them. But we wish to say that the manner in which
you carried on the work in our factory without hindrance to our
business was very pleasing indeed; and also the fact that you, in
spite of the difficulties which you met, completed your contract
in the time specified.

Yours very truly,

OTIS-FENSOM ELEVATOR CO., LIMITED,

By GEO. H. FENSOM, General Manager.

We will do the same for you, and

=The Manufacturers'=
Non-Corrosive Sprinklers

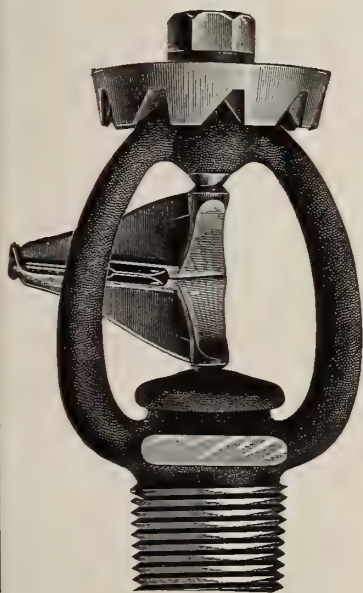
Will reduce your Insurance from
40 to 70%

The General Fire Equipment Co.
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TORONTO, ONT.

H. G. VOGEL CO.

30 St. George Street

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Esty
Automatic
Fire
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*It will cut your in-
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half and protect you
against loss by fire*

Write for
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TANKS

Round Wooden



Water Tanks

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For Waterworks Systems, Railways,
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Made to Order.

S. ANGLIN & CO.
Kingston, Ontario



Underwood

300 Underwoods are made every working day. It is the largest output of any typewriter factory in the world.

The public would not take that output, and more if they could get it, if any other typewriter would give them as good service. The Underwood typewriter is not the cheapest in price but it is the cheapest in service. If you pay less you get less—a great deal less. The typewriter is cheap that gives you the best service, no matter what it costs. In this sense the Underwood is cheap.

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ESTABLISHED 1840

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All Kinds for All Purposes
Write for Descriptive List
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Headquarters in Canada for

*Axes, Picks, Scythes, Cross Cut Saws, Hand Saws
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PAPER BOXES

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All Kinds Suitable for Every Requirement in the Factory, Mill, Packing House, Cannery, etc., the following being only a few of the most commonly used:

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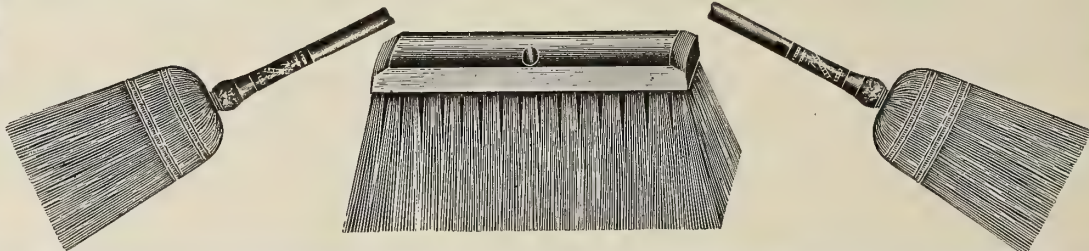


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WAREHOUSE BROOMS
BARN BROOMS
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YARD BROOMS
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Write for Descriptive Catalogue and Price List

The BOECKH BROS. COMPANY, Ltd. Head Office, 80 York St., Toronto



Why don't you
Equip your Power Plant
with

Modern Machinery

for Handling
Ashes and Coal

If Interested ask for
Bulletins B. and C.

*Elevating, Conveying
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CATALOGUES FREE

The Jeffrey Mfg. Co.

Columbus,
Ohio, U.S.A.

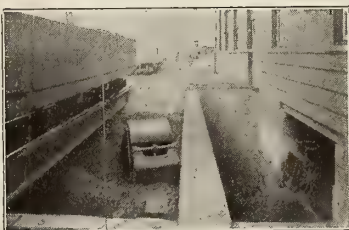
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INTERIOR OF POWER HOUSE
EQUIPPED WITH JEFFREY
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STORAGE YARD

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TORONTO

MANUFACTURERS OF

MOTORS AND DYNAMOS

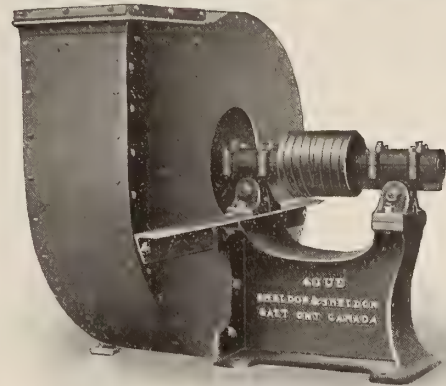
Over 3,000 machines now in successful operation
Estimates furnished on complete installations
Repairs promptly performed

EXHAUST FANS



MEDIUM EXHAUST FAN

Sheldon Exhaust Fans are designed for conveying light materials, etc. through piping or against any resistance, and are especially adapted for exhausting such waste products as:—



STEEL PLATE EXHAUST FAN

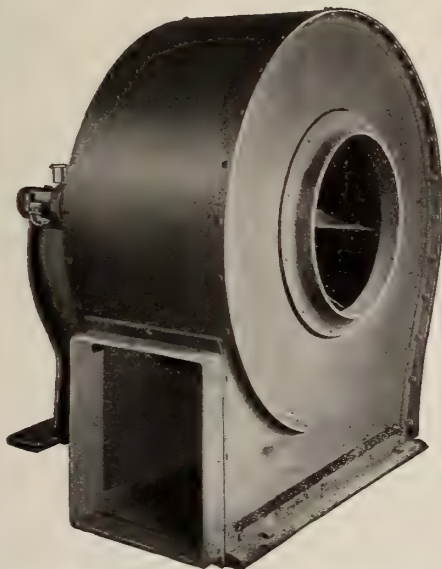
DUST—from Grinding and Polishing Machines, Tumbling Barrels, Leather Shaving Machines, Machines for Mixing and Packing Chemical Powders, etc.

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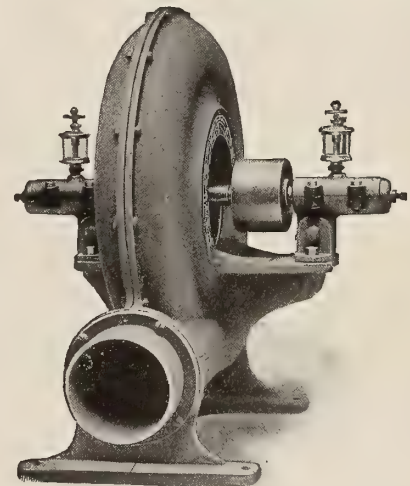
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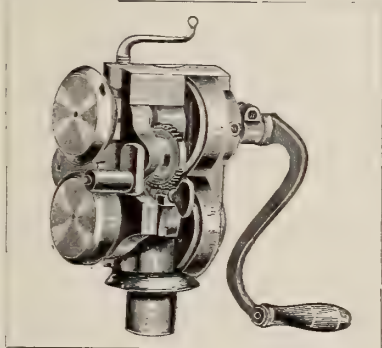
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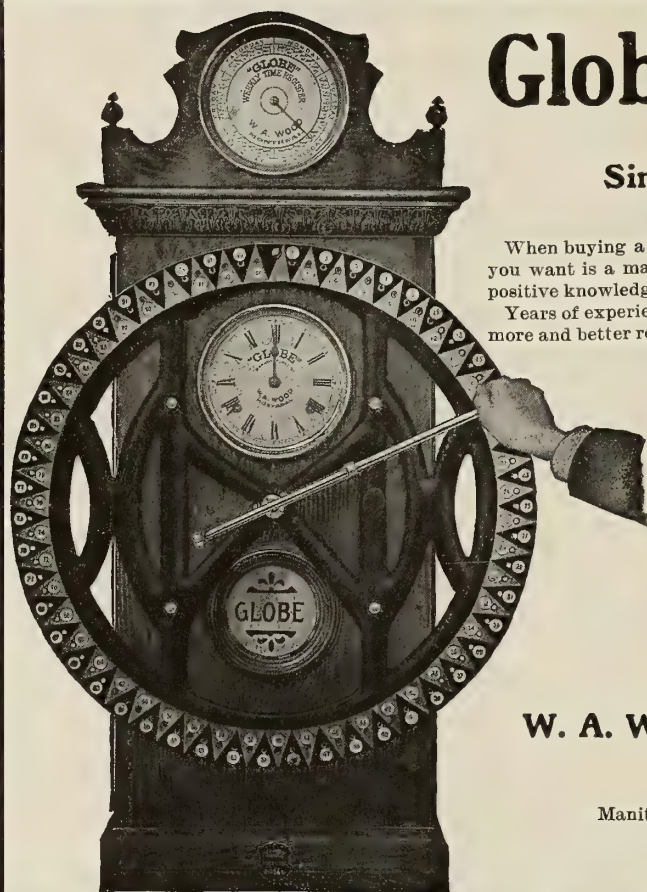
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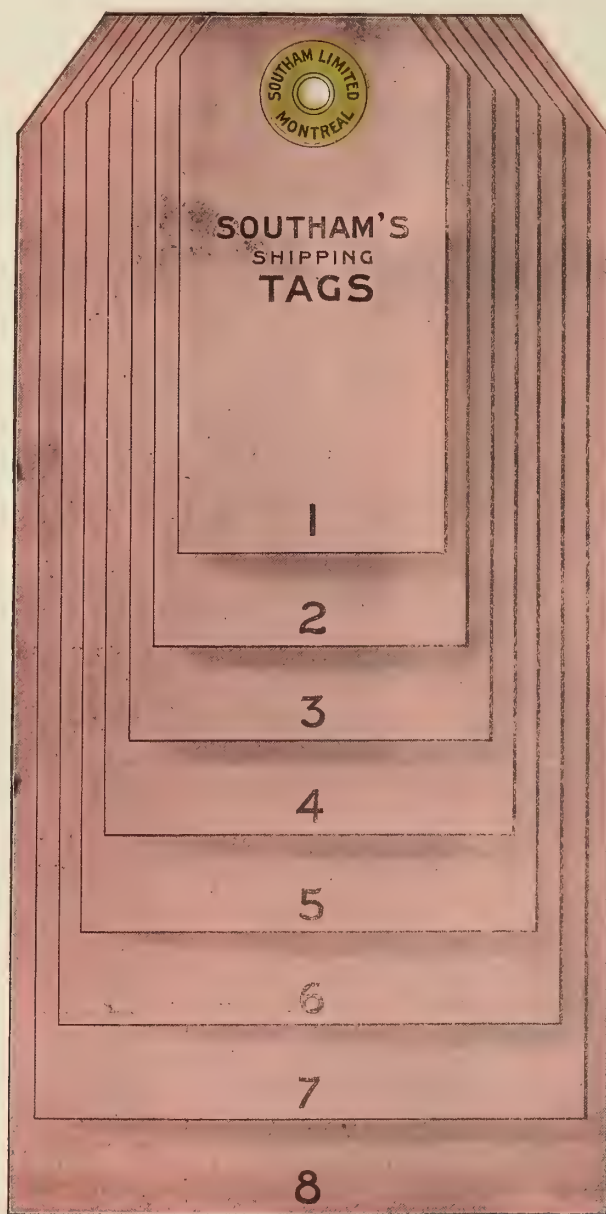
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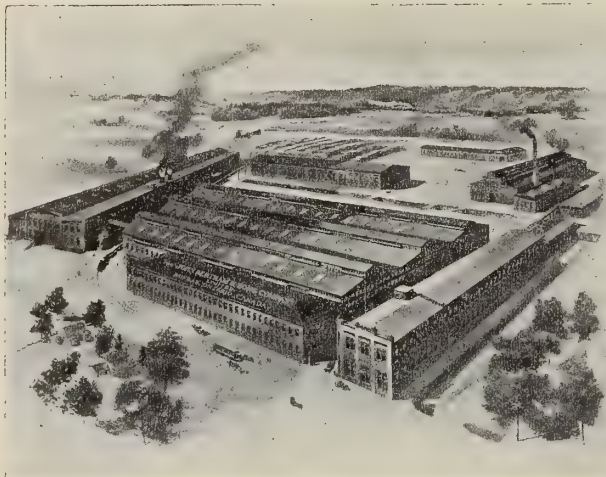
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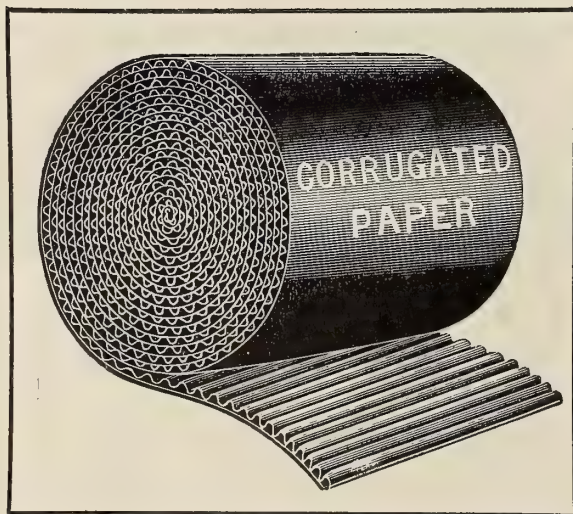
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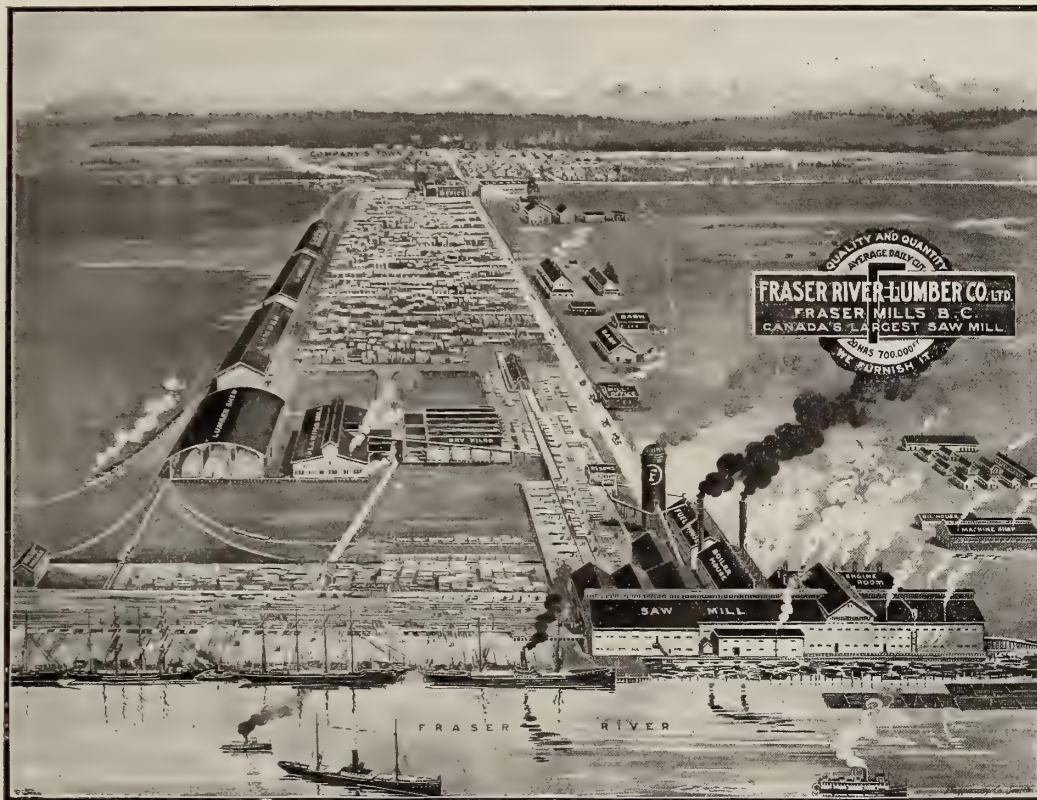
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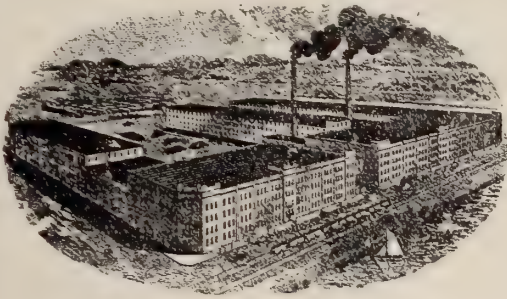
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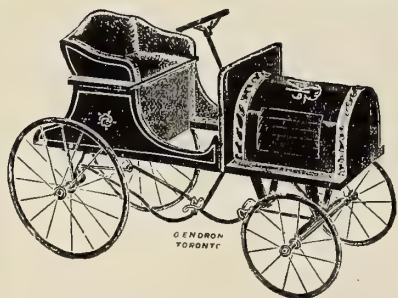
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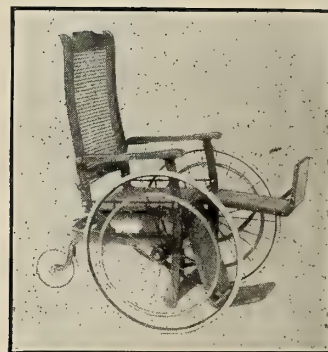
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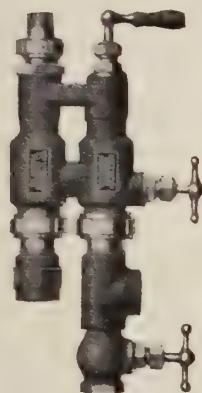
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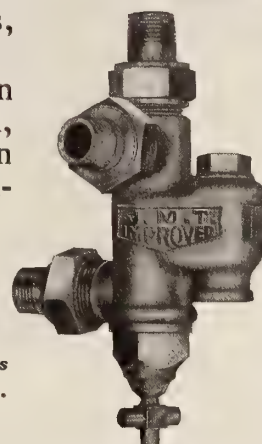
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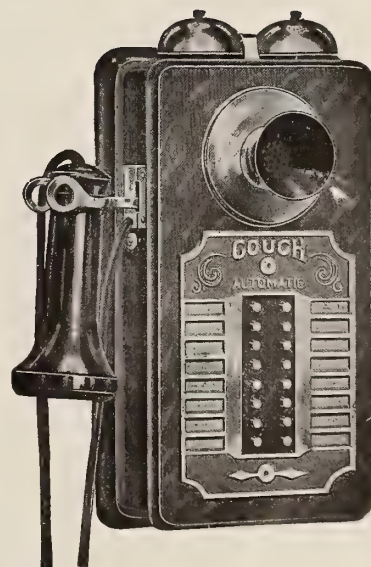
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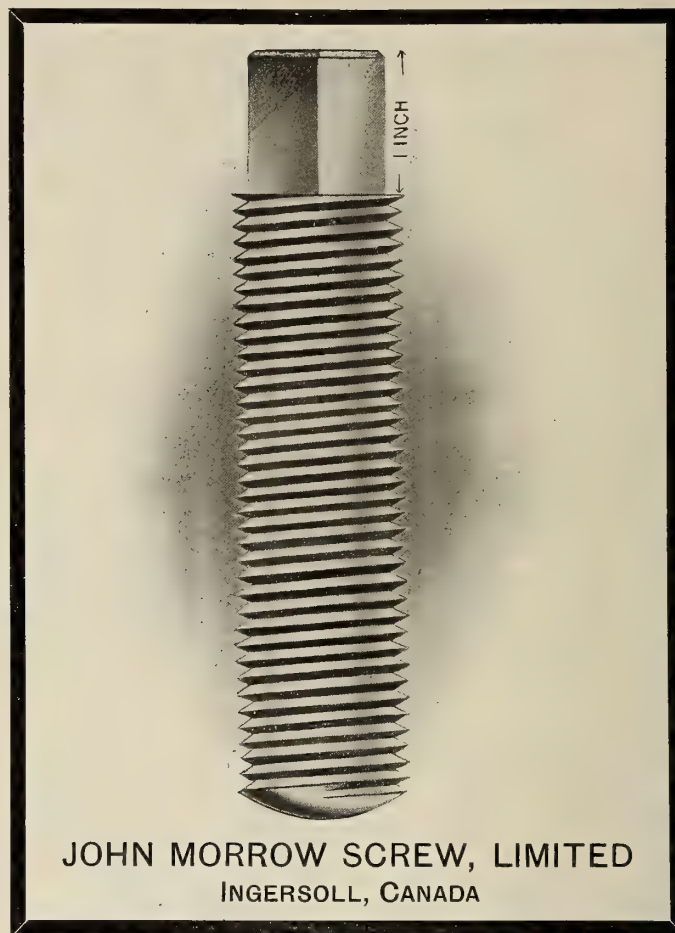
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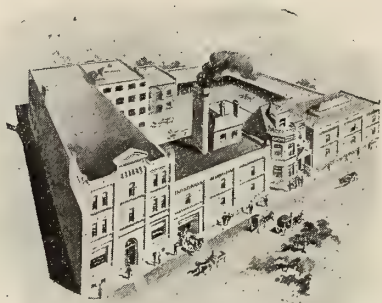
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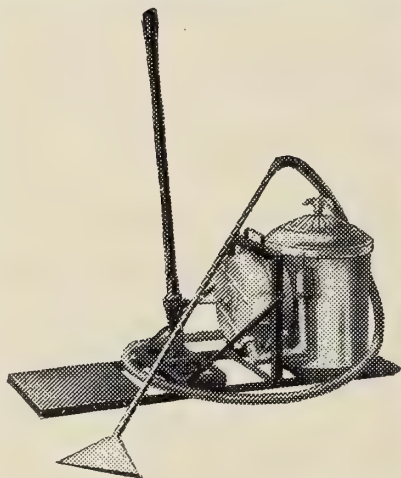
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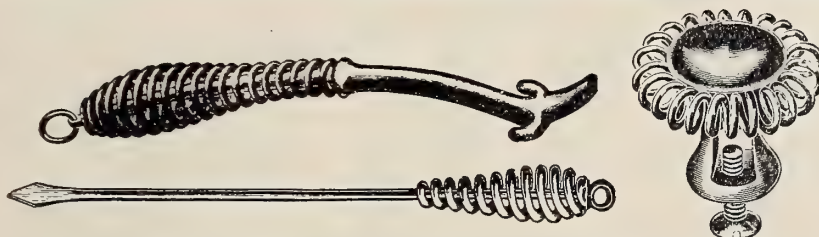
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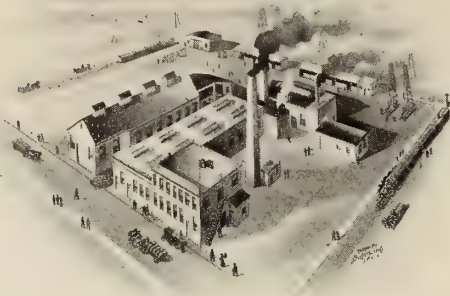
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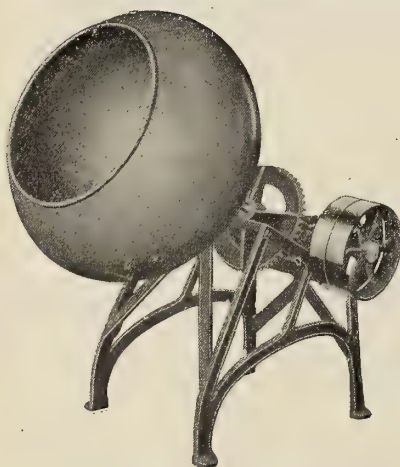
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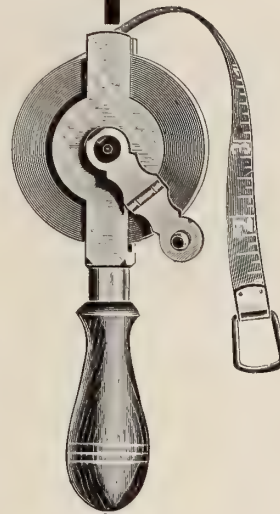
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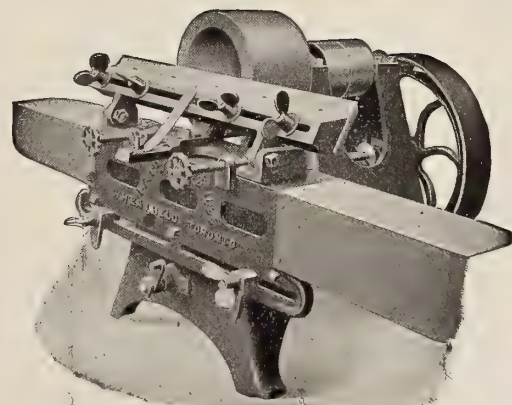
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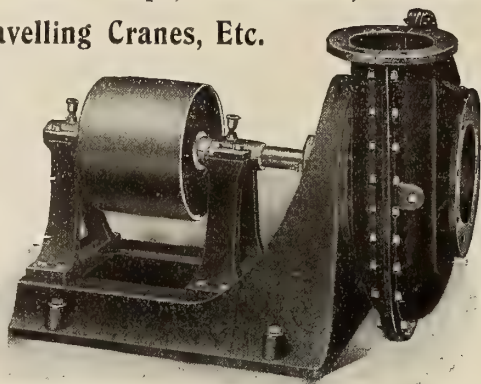
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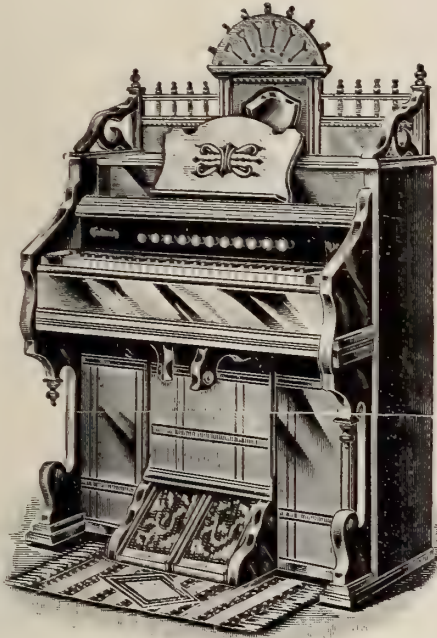
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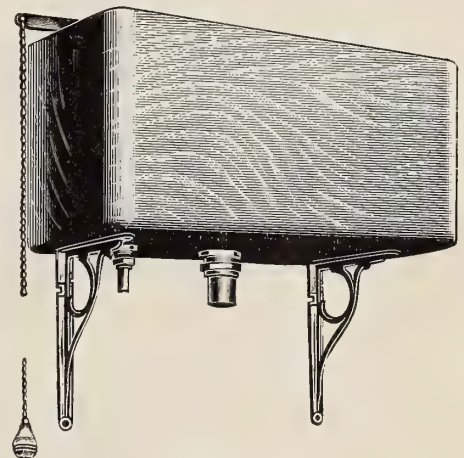


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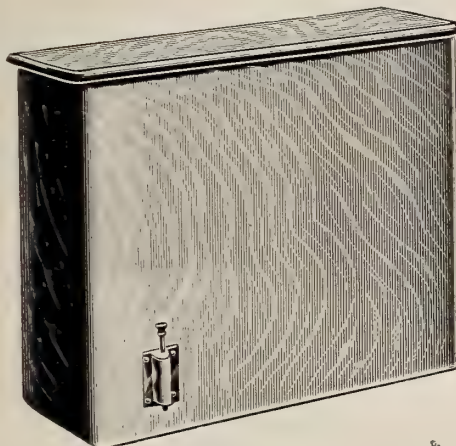
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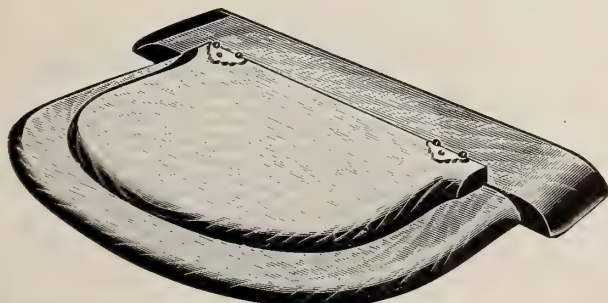
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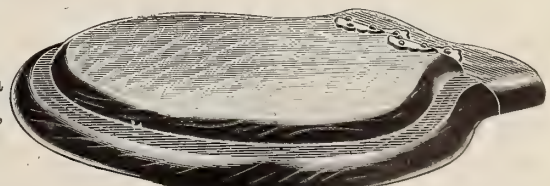
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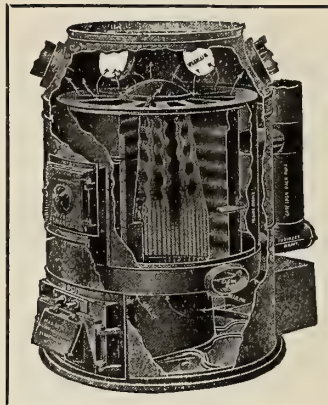
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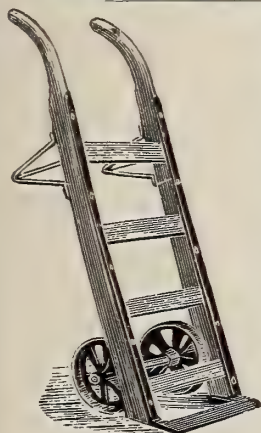
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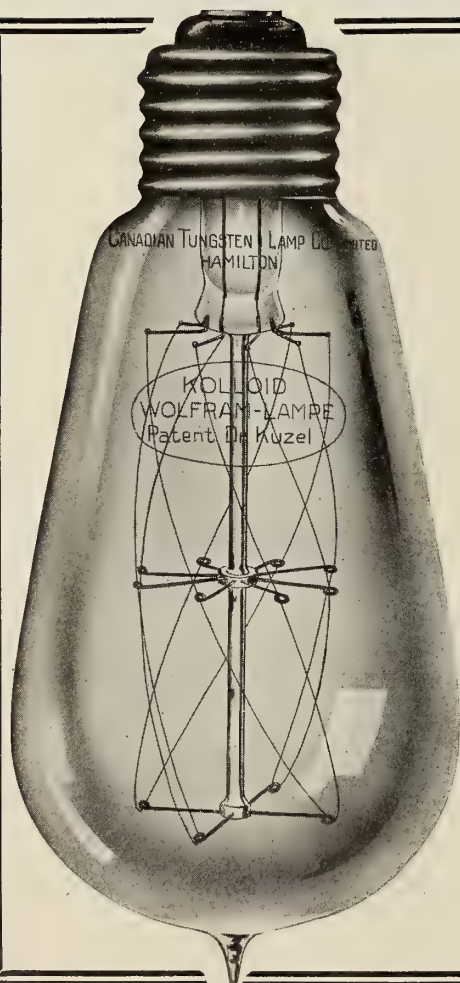
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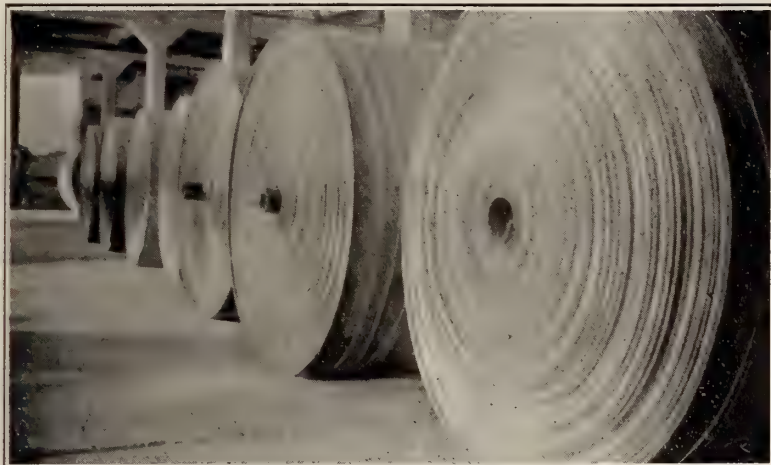
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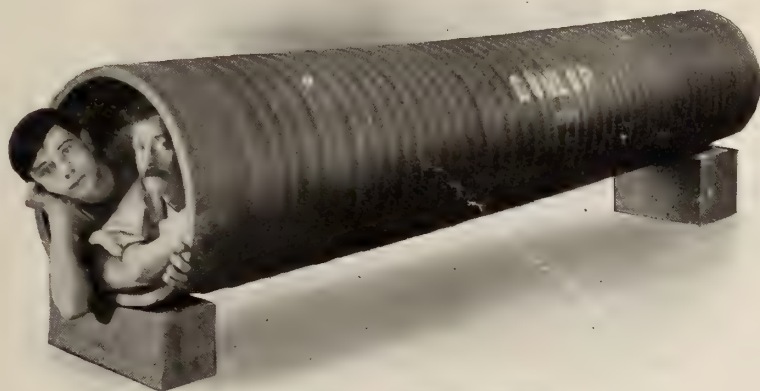
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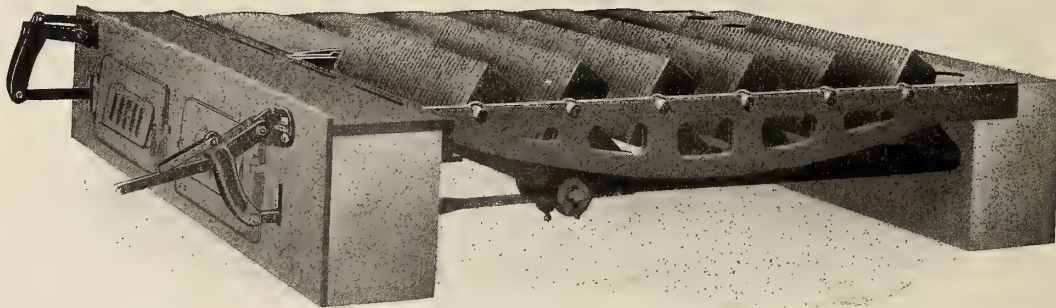
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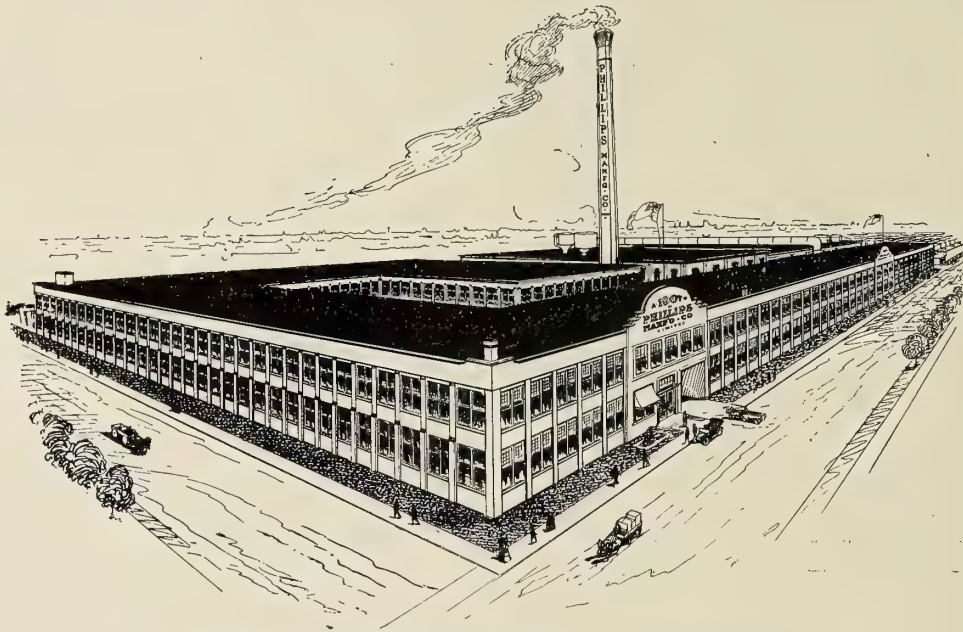
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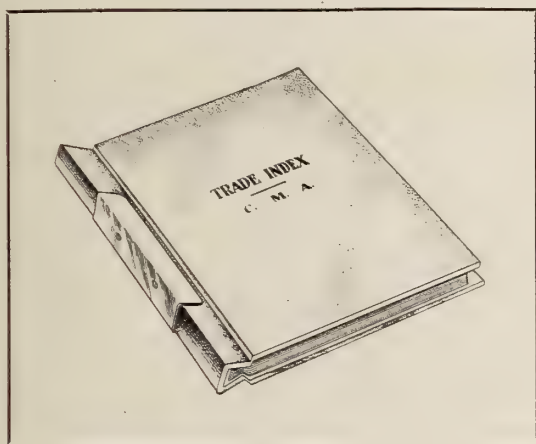
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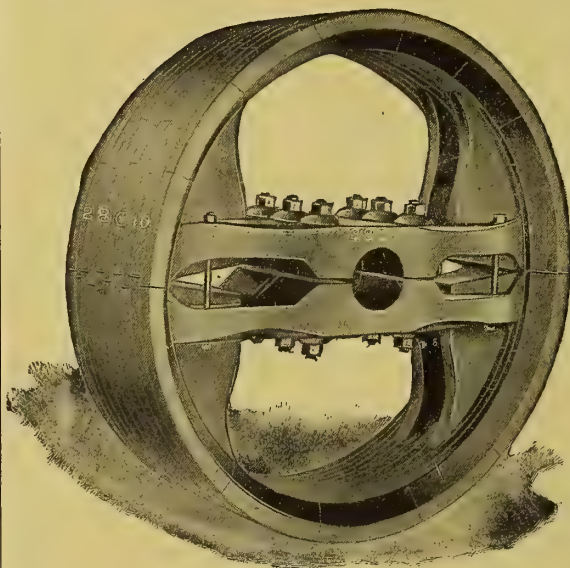
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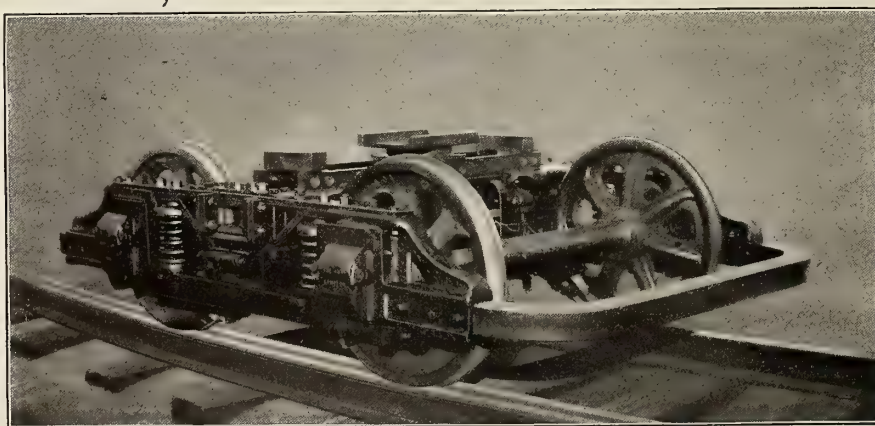
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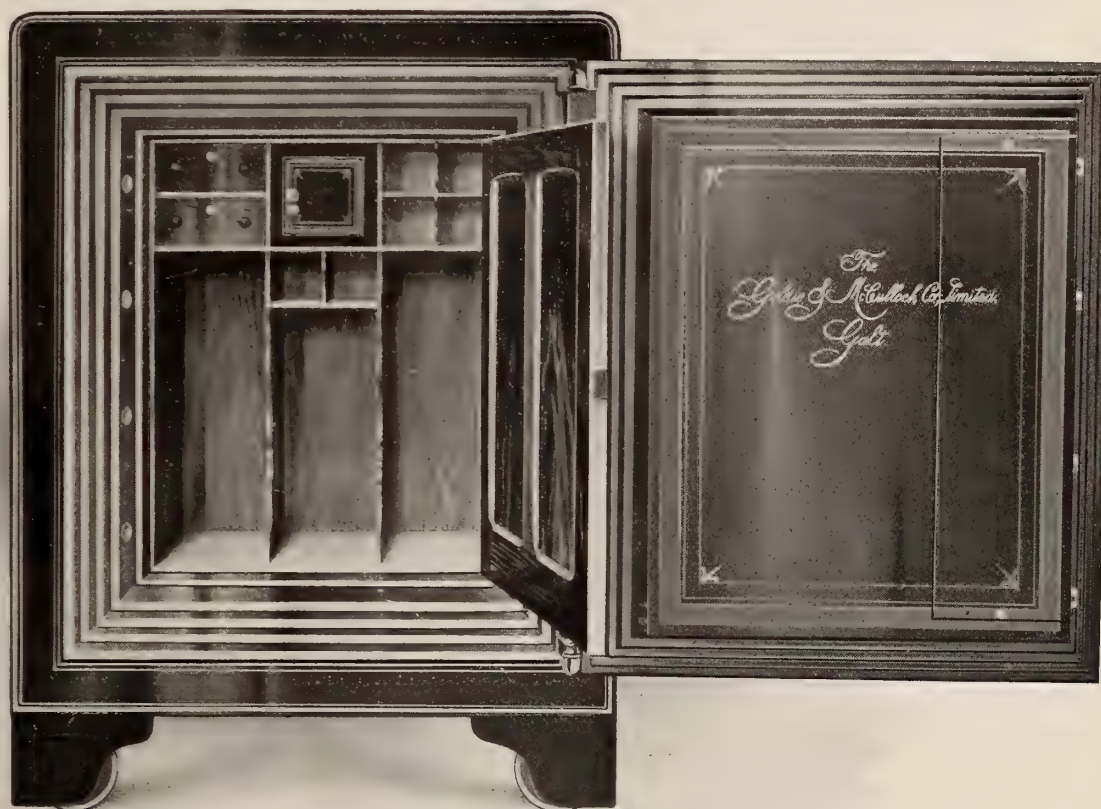
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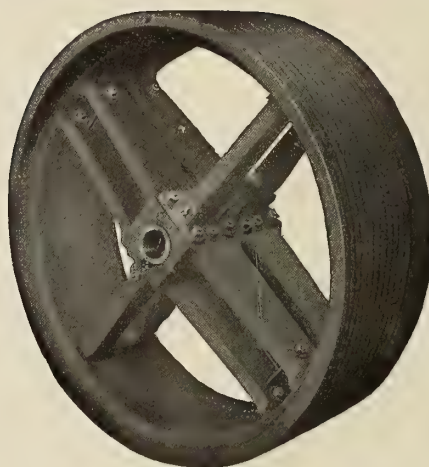
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23 years ago the Dodge Pulley was first made in Canada. It has been here ever since, and has grown some in the meantime. We have spent a great deal of thought and money in perfecting the details of manufacture of the Dodge Pulley, and to-day we feel satisfied that we are making the best pulley possible.

Naturally, our success, and the success of the Wood Split Pulley as a commercial possibility, has encouraged other makers to the field. What better endorsement could we ask for? But why pay for the other fellow's experience? If there was a better way to make wood pulleys we certainly would adopt it; but, pshaw, look at the goods! Compare the Dodge Pulley with any other made, and we know which you'll buy, but don't buy without comparing unless you buy the DODGE.

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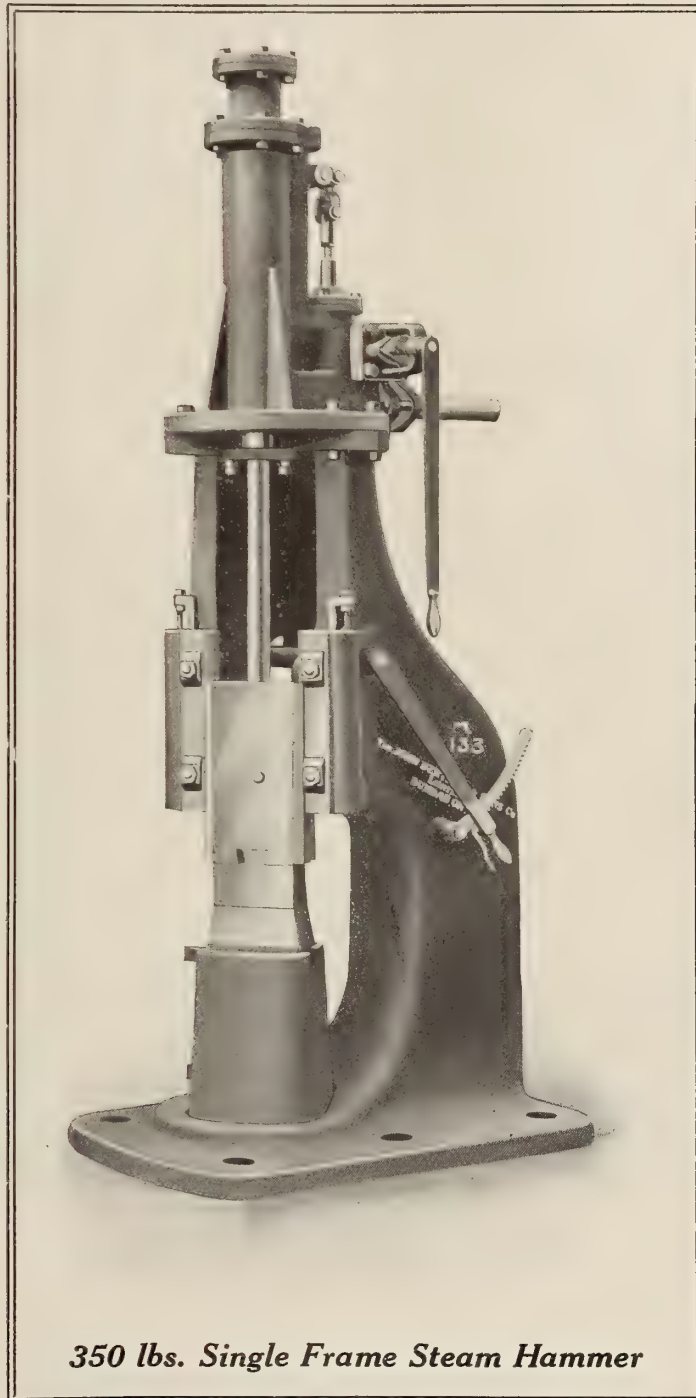
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6000 lbs.
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Sizes in
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Facilities** positively
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—Great Lakes Carriers
and THREE transcon-
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with **Cheap Freight
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rail.



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**Fort William Handles Practically all Traffic—Passenger and Freight
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Full information and illustrated literature promptly by addressing,

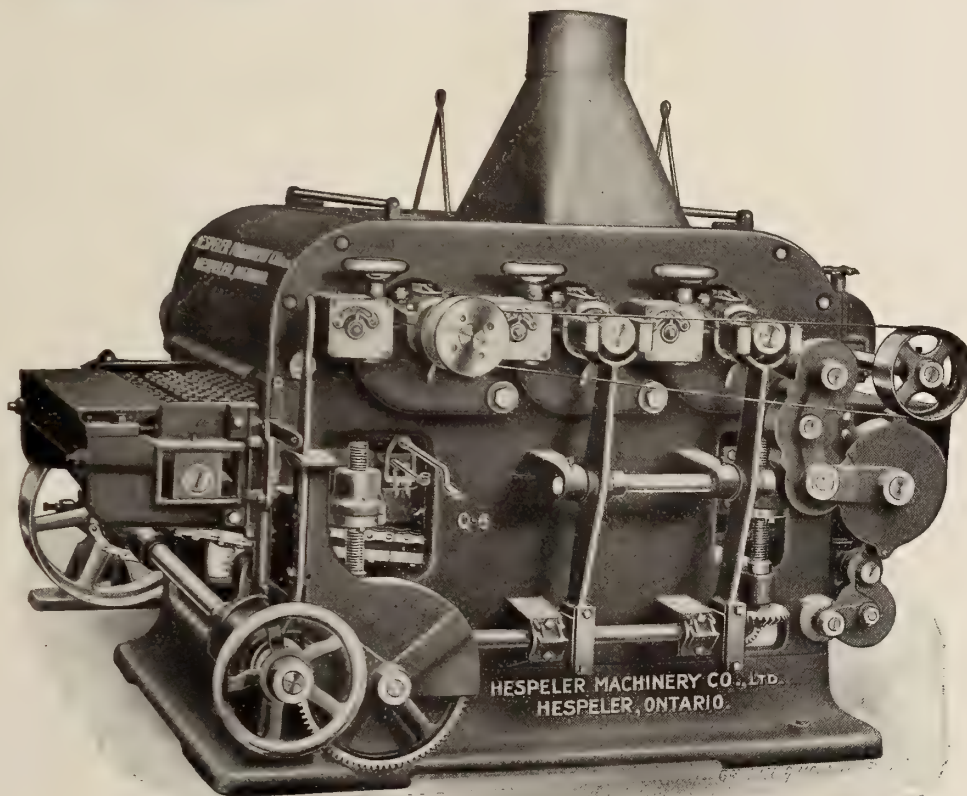
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If you use wood polishing machines you must be interested in this. It is a machine that really polishes.

In competition with the world took the Gold Medal at the World's Fair at St. Louis in 1904.



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We are the Canadian builders of Smith's Revolving Bed Sander.

Let us tell you about them. The Box Frame, the Feed, the Lags, the Sand Drums have all points of superiority over other machines.

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HESPELER, ONTARIO

MOOSE .. JAW .. SASKATCHEWAN



BY the Dominion census in June, 1906, MOOSE JAW was the largest city in Saskatchewan. MOOSE JAW is still in the lead, "running easily with much reserve force."

Over 20,000 quarter-section entries have been made in the district during the past two years.

The city is trying to keep pace with this settlement.

There are more buildings in course of erection than in any past year's history of the city.

CHANGES DURING THE PAST MONTH

The Imperial Bank has opened a branch office.

Baker & Reynolds' Lumber Company has opened office for headquarters in South Saskatchewan.

Manson, Campbell Co., of Chatham, Ont., Agricultural Implements, has opened for business.

Mitchell, Hemproff, Maybee Limited, has completed warehouse for wholesale rubber goods.

The C.P.R. has commenced extensive freight yards in the western part of the city, estimated expenditure this year \$200,000.

Business blocks and private residences, new buildings, total half a million dollars.

City Municipal Works in sight aggregate \$250,000. Last issue of Debentures, \$40,000; 4½ per cent. payable in 40 years were sold for \$40,408.

Every contractor, mechanic and laborer in the city willing to work is busy.

For information write to

HUGH McKELLAR

Commissioner Board of Trade

MOOSE JAW, SASK.

A GAP LATHE

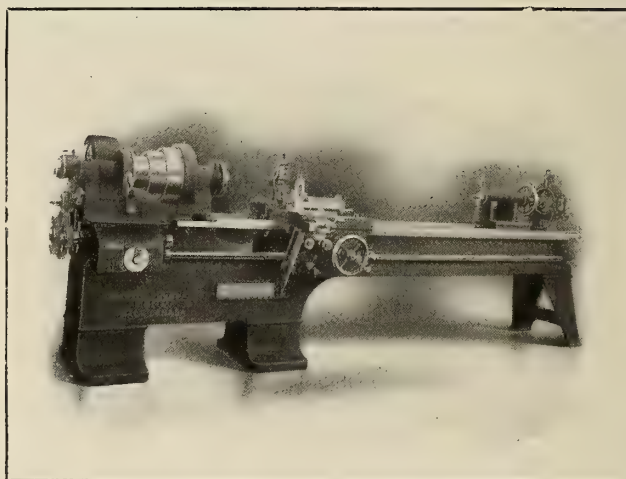
To be an efficient tool on large as well as small diameters, must be of substantial construction, and this feature is strongly brought out in our machines.

The bracing of the Carriage is important, and we would ask you to kindly note our Lathes in this respect.

All labor-saving features are embodied, and workmanship is strictly first-class.

WE MAKE ENGINE LATHES AS WELL

PARTICULARS ON REQUEST



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GALT . . . CANADA

New Model Diamond Shaking and Dumping Grate Bar

*A Perfect Shaking and
Dumping Grate*



Built on the Most Perfect System by the Best Workmen of the Best Material.

Canadian Patent 118,778

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Has no Equal as to Simplicity and Durability

Berlin June 25th, 1909.

DIAMOND GRATE BAR CO.,
Berlin, Ontario

Gentlemen,—Having been informed by several parties as to the efficiency of the Diamond Grates, we decided to remove our stokers and instal same. After several thorough and practical tests, we found in comparing results obtained from the Diamond Grates with those of the stokers an average saving of about 23 per cent.

We feel well satisfied with the grates, and would highly recommend them to any one who might have occasion to use them.

Yours very truly,

(Signed) THE BERLIN BUTTON CO., LIMITED
Geo. Schlee, President.

***We Make a Specially Heavy Bar for Steamboats and Malleable Annealing Ovens
BOILER SETTING A SPECIALTY***

We Have Always on Hand a Large Stock of Boiler Flues Either Welded or New
Retubing and Patching Boilers at Lowest Rates

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Tel. M. 1342

This Summer the Pacific Coast

*is more than ever
attractive*



THE ALASKA-YUKON-PACIFIC Exposition at Seattle—"the Fair that will be ready"—will be a revelation to the Eastern visitor. This latest of World's Fairs exploits the resources of Alaska and the Pacific Coast. ¶ Apart from the Fair, what could be more delightful or of greater educational value than a summer trip to the Pacific Coast? ¶ Picture the wonderful journey! Your choice of rail or lake steamer to Fort William, on through the wheat and prairie empire of the West and a day amidst the grandest mountain scenery in the world, traversing the incomparable Rockies. Then from Vancouver to Seattle a fascinating water trip, by C. P. R. 19-knot steamer. ¶ Every mile and every minute of the trip will be enjoyable on the Canadian Pacific short line. There is no finer train service or faster time. The exceptionally low summer rates simplify the question of expense.

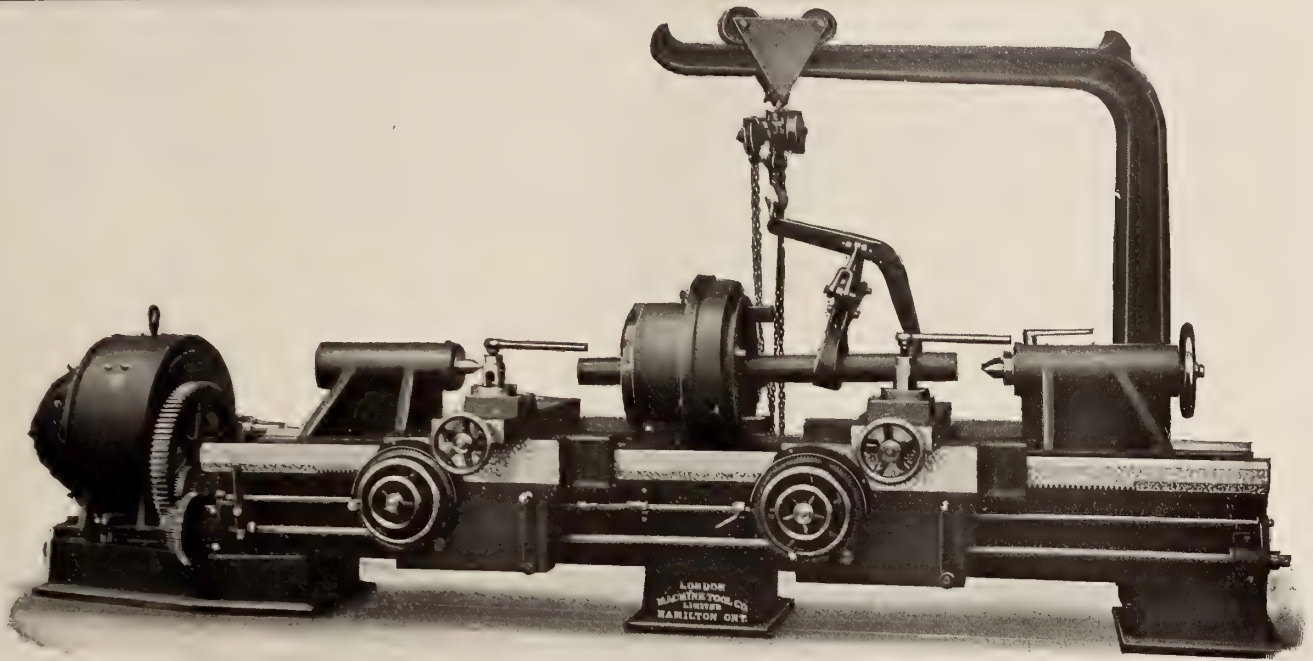
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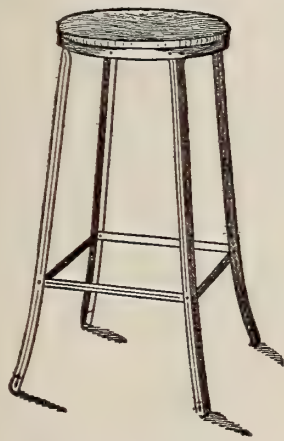
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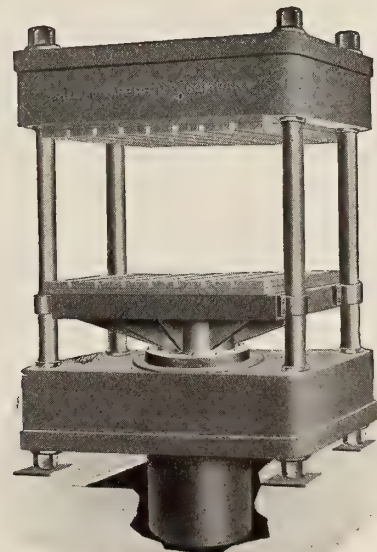
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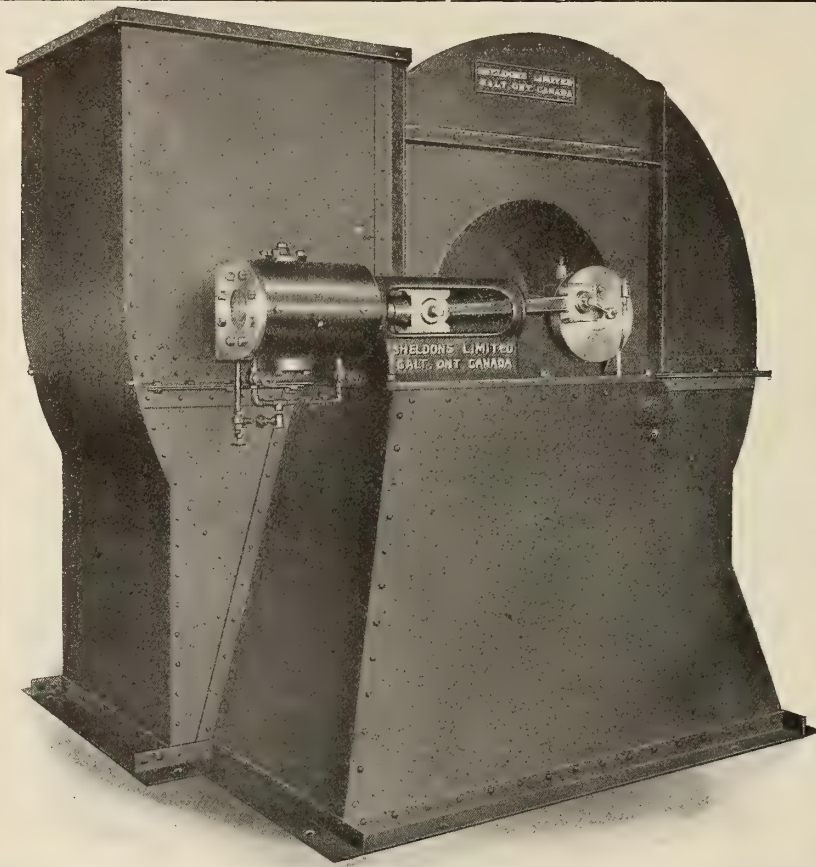
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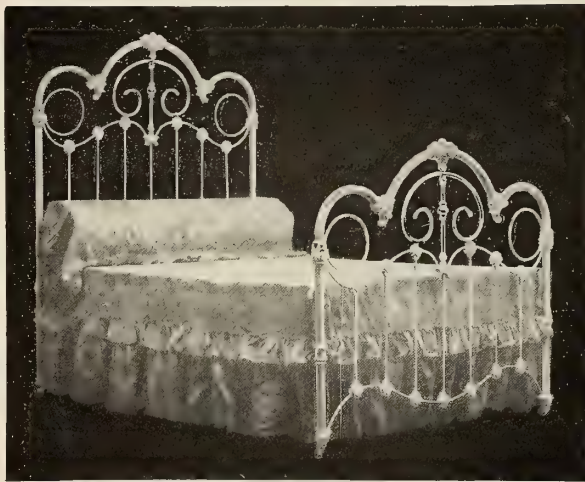
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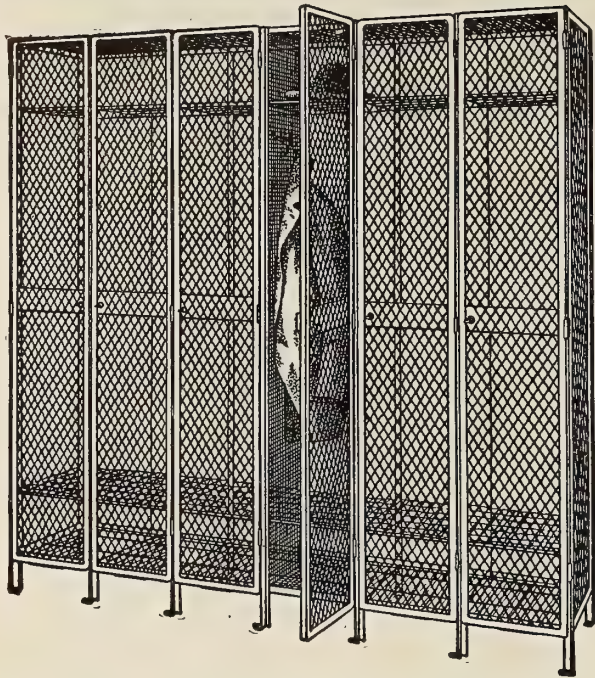
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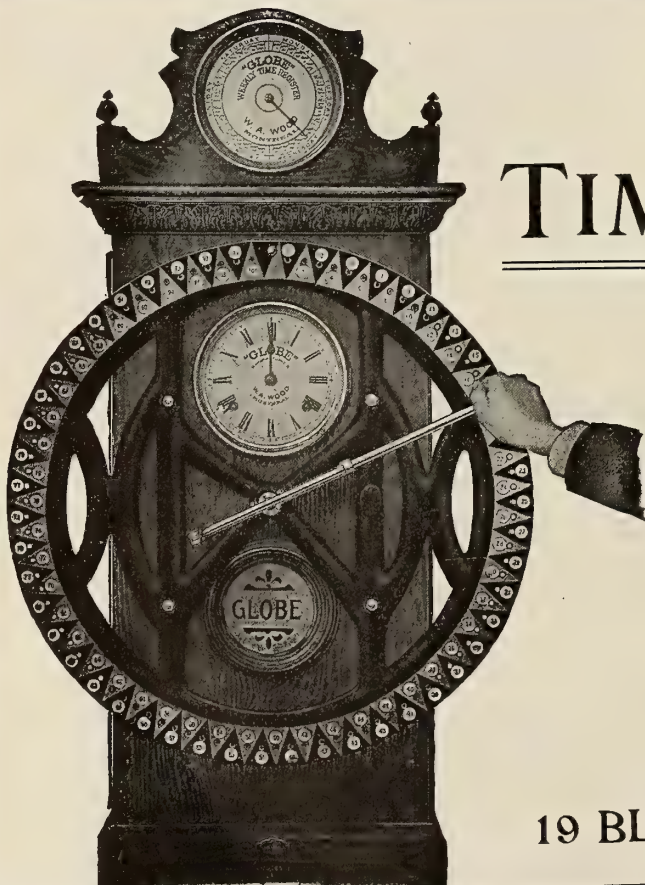


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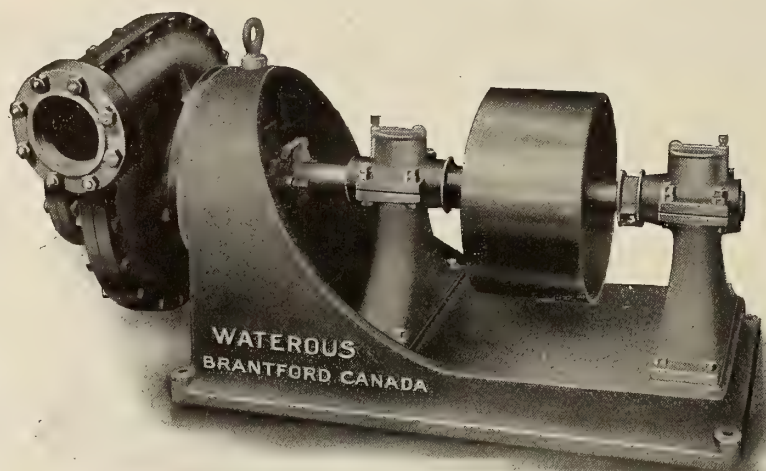
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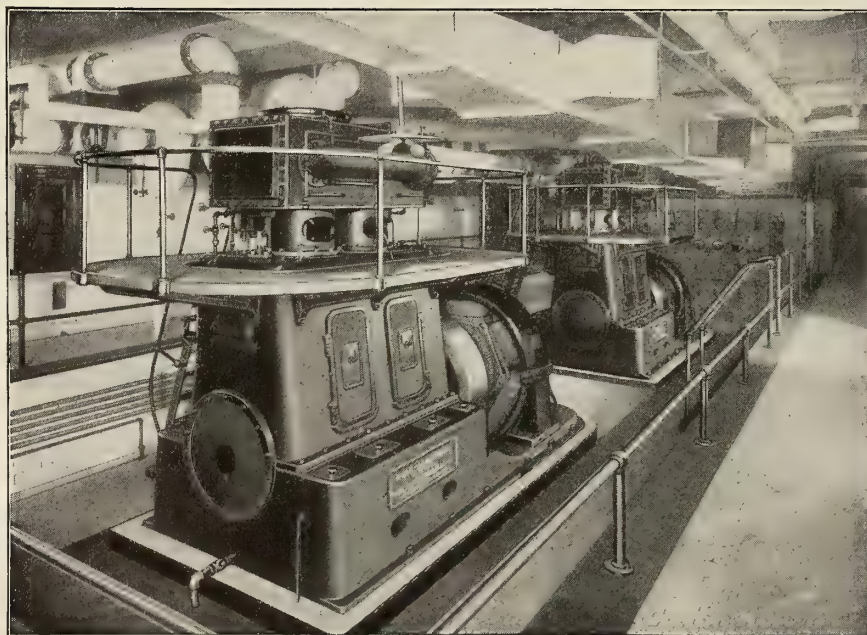


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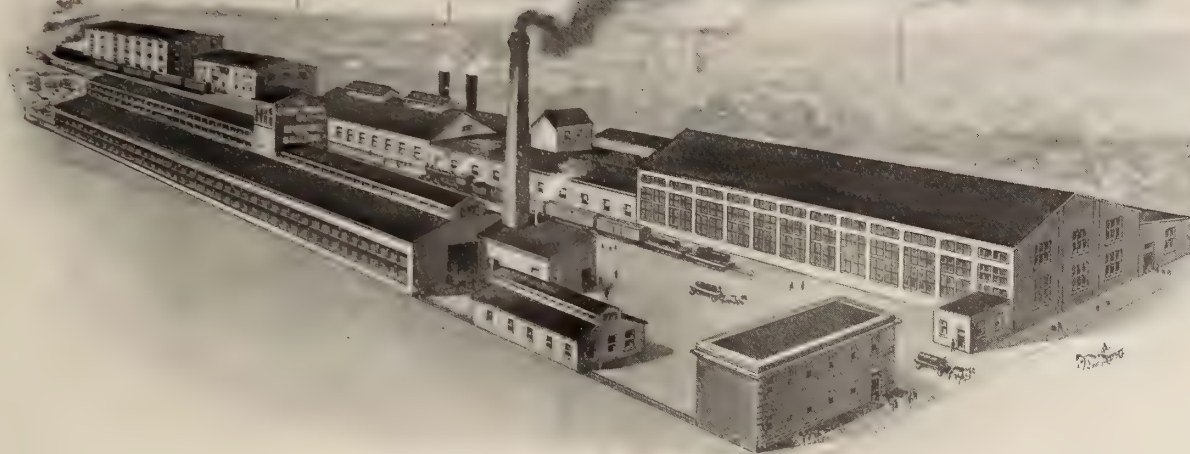
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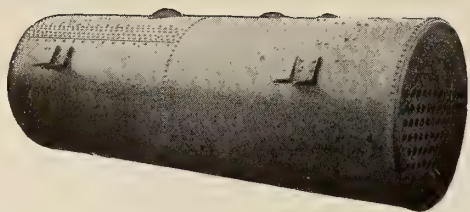
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INDUSTRIAL CANADA

ISSUED BY

The CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

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TORONTO, JULY, 1909

No. 12

INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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COMMENT OF THE MONTH.

A Suggestion for Export Trade.

MR. E. A. H. HAGGART, Canada's Commercial Agent in Jamaica, suggests in a recent copy of the Trade and Commerce reports, that the Canadian Manufacturers Association would do well to appoint a correspondent in that Island who would be provided with price lists and catalogues, and would push business on the Island for Canadian manufacturers. The idea seems a good one. No doubt the only satisfactory way to develop trade with Jamaica is by an active personal campaign. Inasmuch as the trade is not such as to justify individual manufacturers in sending representatives to the West Indies, the advice of Mr. Haggart that an agent be sent jointly seems the logical alternative. The fact remains, however, that for one reason or another few manufacturers are willing to go in for export business. This has been shown more than once of late. Some time ago the Commercial Intelligence Committee arranged for the transportation of catalogues to Canada's commercial representatives abroad. A circular was sent to the members apprising them of this fact and asking their co-operation. There was no expense entailed in the experi-

ment; all that was asked was that catalogues and price lists be sent to the head office for transmission. Yet less than a hundred were interested enough to comply with the request. A number of reasons are given for this apparent apathy. The big manufacturers have their own foreign selling organization and keep in close touch with these markets. The small companies, as a general thing, confine their attention to their own province, where they are able to concentrate their selling force and watch their accounts. Between these classes there are concerns which are feeling their way, so to speak. They are diffident about expending any considerable money on a prospect of its coming back at a future time. Many feel that the same money and pains put into the local field would bring them just as ample and much quicker returns. Yet two reasons, both of immense importance, should urge the development of an export trade, even if it requires some expense and unlimited perseverance. One is the value of a foreign market when, through any of the numberless causes, a depression is experienced at home. The other consists in the economy arising from a larger output. The wider the distribution of fixed charges, the smaller will be the individual cost. Only by establishing an outlet abroad can the output of a Canadian manufacturer, with his limited home market, be put on an equality with that of more populous industrial countries.

Transportation for Travelers.

ATTENTION is called to the offer on another page of Elder, Dempster & Co., and Pickford and Black to carry manufacturers' representatives under special conditions to South Africa and the West Indies. The offer indicates an aggressive endeavor on the part of the steamship companies to develop a mutual trade between our sister states and Canada, and should meet with a ready response from manufacturers. It has often been affirmed that the most satisfactory way to get export business is to send men who understand the details of the business to look over the field and establish a direct and personal relationship with the buyers. In limited businesses the cost has frequently prevented this course being taken, but with free transportation to South Africa and reduced rates to the West Indies it should be possible to enter these markets and make a beginning in the race

for their trade. Active co-operation with the carriers is in every way desirable.

An Encouragement to Thrift.

MR. S. T. BASTEDO, Superintendent of Government Annuities, is issuing a circular letter to manufacturers inviting them to co-operate with the department in bringing the annuity scheme to the attention of their employees. He further urges employers to assist actively in the work by contributing somewhat to the annual cost. By this means, he believes, many will be induced to make provision for their old age, who otherwise would dissipate their present income and would eventually become a burden on the public. Sociologists state that the greatest strain on men of small income is the haunting fear of an old age of poverty. That their fears are not without foundation is shown by the necessity in England for old age pensions, and even in this country by the increasing population of poorhouses. So great has been the need for relief in Europe that in Germany compulsory provision for old age is made, and a like system in Great Britain would have obviated the enormous drains on the public treasury which have been entailed by the present gratuity system. Our system is just the entering wedge. It is voluntary. Where most people are earning good wages and where legitimate investments are many, it is probably the most satisfactory scheme. Yet if we are not to have the same conditions here as obtain in Europe, the people of small income must make definite provision for their later years. Hence it is desirable that employers give all the prominence possible to this old age insurance in order that if possible the voluntary system may prove adequate. The contribution of ten dollars a year by the employer, as suggested by Mr. Bastedo, is worthy of careful consideration. No doubt in many industries the manufacturing cost is such as to make it impossible to add thereto and meet competition. On the other hand many would find it not only feasible but profitable to encourage, at a small cost, the spirit of thrift in their employees, and by joining in the cost of insurance increase the stability of the working force.

Report of Factory Inspectors.

THE annual report of the Factory Inspectors for the Province of Ontario has just been issued. It is satisfactory to note that manufacturers in general are credited with a desire to improve the working conditions of their employees. Three topics are discussed at length in the reports of all the staff—woman labor, child labor, and the safeguarding of workmen by protective devices. In every case a marked improvement is recorded from the previous inspection. In no case was there a violation of the law such as to justify court proceedings. Adverse comment has appeared in the public press about the number of accidents which have happened to workmen in the course of their employment. An examination of the

causes shows that they have been almost entirely the result of pure accident, such as no machinery-guarding devices would have prevented. So long as human nature is as it is, workmen will prefer to take a risk to pursuing the more careful but slower course of safety. Inspection serves an excellent purpose in minimizing to the extreme the causes of preventable accidents, by suggesting schemes for safe-guarding machinery and by seeing that the working apparatus which is capable of doing harm is in good repair. More especially is the inspectors' work beneficial in securing better sanitation in factories and in improving working conditions generally. Most manufacturers are fully alive to the importance of this work, and immense advances have been made in the installation of facilities coming under the general head of welfare work. Well lighted, well ventilated, and well heated workrooms add to the accuracy and efficiency of the work performed. A worker who has a good meal in the middle of the day is capable of better work than the one whose food is insufficient. These are truths which have gained general recognition. The improvements recorded by the factory inspectors are made from economic as well as humanitarian motives.

The Annual Convention.

PREPARATIONS are now under way for the Convention of the Canadian Manufacturers' Association, to be held in Hamilton, Sept. 14, 15 and 16. The citizens of Hamilton are famous for their hospitality. They have given proof of this on various other occasions when Association meetings have been held there. For the annual meeting a special effort will be made to provide entertainment which will rival that of previous visits. The business sessions will be of more than ordinary interest and should be largely attended. The place of meeting makes it convenient for the many members who are resident in Western Ontario to be present, and considering the increase in the Association's membership during the past year a record attendance should be assured. Members should arrange their business and holiday engagements so as to be in Hamilton on September 14-16.

Imports by Canadian Ports.

IT has been announced that after 1910 the tariff preference which Canada gives Great Britain will be applicable only on goods imported direct through a Canadian port. In 1907 a clause was inserted in the tariff act empowering the Governor-General in Council to fix a date upon which this regulation should go into effect. For the year ending March 31st, 1908, goods to the value of \$14,570,850 were imported into Canada from Great Britain through the United States. All this went to build up the ports of Portland, Boston and New York. Were this same traffic coming through St. John and Halifax in the winter, and Montreal in the summer not only would Canada get the benefit of the transshipping charges, but the increased business would enable the authorities to add to

the facilities for handling freight. It has been by the handling of traffic that the Atlantic ports of the United States have been put in the high state of efficiency to which they have now attained. The policy of granting a preference only on direct importations is reasonable. The preference is given freely for the sake of strengthening imperial relations. It is recognized that whenever a part of the empire is strengthened the whole empire is strengthened. The preference strengthens the Mother Country by throwing business her way, it strengthens the imperial tie by encouraging the people of one part of the empire to buy from the people in another. It could go one step farther and strengthen Canada by building up her ports, giving business to her railways, and increasing her population. All these benefits should flow from the carrying out of the policy which the Government has announced.

A Time for Caution.

THE Franco-Canadian Trade Treaty has been finally passed by both branches of the French parliament. This puts the next move up to Canada. The situation has been considerably complicated since the convention was first drafted. First, there was the unexpected announcement that several other European nations would be entitled to the same treatment as France. Then the tariff-makers at Washington got busy and the result is a maximum and minimum tariff which calls for earnest consideration on the part of the Canadian Government. If the French treaty is adopted by Canada, like treatment must be granted to imports from the United States or the altogether prohibitive duties of the maximum schedule will be charged against this country. What this means must be considered carefully. It may be that the minimum scales are such as to be prohibitive, in which case it makes small difference whether we come under the maximum or minimum schedules. On the other hand it may be a genuine hardship to be compelled to do business at the higher rate. One thing is certain, Canada cannot afford to lower the bars to the United States. They are

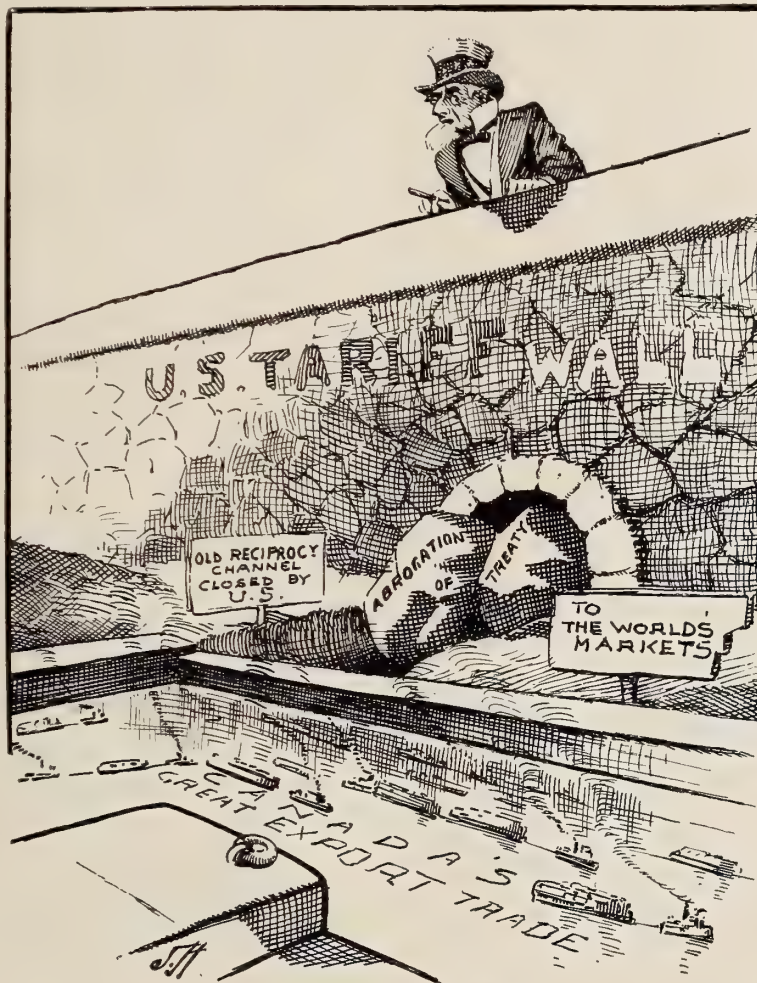
already so low that the manufacturer in that country finds little difficulty in climbing over them.

British Capital in Canada.

CONSIDERABLE prominence has been given in the British press to a speech delivered by Mr. J. Obcd Smith, Canada's Assistant Superintendent of Emigration in London, on the subject of the opportunities for investment in Canada. Mr. Smith pointed out that the British capital already invested in this country was safe and

profitable; that the needs of the Dominion must continue to open up opportunities for further investment; that the immigration of large numbers of new settlers was changing economic conditions and making investments more necessary; that United States capital was seeking control of Canadian industry; and that in transportation there was a field for greater development. The two most striking facts in Canada's industrial life at the present time are contained in this summary, viz., the influx of immigrants and the investment of United States capital in manufacturing plants. These two developments are in a sense complementary. The increased population, particularly of the high quality we have been getting of late, is a tremendous factor in the country's prosperity.

The Diverted Stream.



Uncle Sam: "Waal, I swan!"

It has been estimated that home industries are supplying seventy-five per cent. of the home market for manufactures. The chief increase in the aggregate must come from increasing the market, that is, the number of consumers. We have factories enough to supply at least three-quarters of our wants. Increased investment in all kinds of manufacturing establishment must come as a result of greater demands from a more numerous people. Therefore immigration is the prime need of the country. This we have been getting in as large numbers as was desirable. The country must not be fed on new citizens beyond its power of digestion. The West, however, is big and the farmers who come from the United States

come to farms which have been selected in advance, so that they become a producing and consuming part of the population almost from the day of their arrival. Similarly the tests which are applied to European immigrants ensure us getting a healthy and self-supporting class.

Fail to Invest in Industries.

TO supply the wants of the increasingly attractive market United States manufacturers by the score have established branches of their factories here, they have equipped them in most cases with the machinery which they were accustomed to use in their own country, and they have continued frequently to make a considerable part of the articles in their home establishments. All this has developed a close business relationship between the two countries which has resulted in our purchase of far more from the United States than from Great Britain. Here is where the British investor fails. As has been pointed out, enterprising British capitalists who have done so much towards opening up railways in China, Siam, Borneo and South America, and in developing trade with countries more distant from Britain than Canada, have not as yet directed their enterprise to the exploitation of the commercial opportunities which Canada offers. Every day almost in London there is a flood of prospectuses covering enterprises of every conceivable character; and amongst them are propositions to which no other term than "wild-cat" can be properly applied. When so many of these glowing prospectuses succeed in separating British investors from their money, Mr. Smith has good cause for directing their attention to the possibilities which the actual resources of Canada offer.

What Canada is Doing.

SYREN AND SHIPPING, a British paper, in discussing Mr. Smith's speech, says: "It is not enough for Canada to unroll the map and say: 'Here is coal, here iron, here petroleum; come along and develop it, John—you will be heartily welcome.' The live business men, the sort that have opened out the goldfields of South Wales and Durban; the iron and steel men of Yorkshire and the Midlands; the cotton and woollen magnates—the class, in brief, for which there are opportunities in Canada, will never be attracted unless different methods are adopted. No doubt they are very stupid and very slow, and are letting the United States get ahead of them; but Canada must remember that these men are three thousand miles away, while the Yankee is the next-door neighbor. What steps are being taken (are any being taken?) by the Dominion or any of the Provincial Governments to get in touch with these slow-moving industrial magnates of ours?" On which the Manitoba Free Press comments: "It might be asked of the author of this comment if the Governments of South America, or if the Emperor of Siam, or the head men of the tribes of Central Africa, approach these live business men with a view

to their exploiting resources in strange lands occupied by strange peoples. Is it necessary that the live business men of Britain should be chaperoned by Governments, in the search for opportunities for applying their capital and their energy? The United States capitalist has not waited for any invitation to give attention to Canada. He came himself, and saw for himself what this big country afforded in the way of opportunity. What Mr. Smith places before the Britisher is a graphic and telling description of the resources of Canada, that in itself should be sufficient inspiration to the enterprise of the Britisher. The trade of Great Britain—in fact, of the Empire itself—has been developed as a result of the enterprise of Britishers. They have in business that quality which has made them the leading traders of the world, as well as masters of the sea. But there is plain need of their looking more sharply to the opportunities for investment in this country."

The Canadian National Exhibition.

THE gates of the Canadian National Exhibition will be open this year from August 28 till September 13. A new Transportation Building will add greatly to the appearance of the grounds and to the accommodation for exhibitors. In other respects, also, improvements have been made which will make the fair more than ever attractive. The evolution of the old Toronto Fair into the Exhibition as it now exists is a remarkable tribute to the men who have directed its operations. Other cities have had greater expositions but none has had such an annual event as that provided in Toronto year after year. For the two weeks of its progress the attendance compares favorably with that of the world's fairs. Approximately one million people see the exhibits during the two weeks it is open. Following their custom in the past Canadian manufacturers will be represented in all departments. In the Process Building interesting exhibits of manufactures in process of making will be given, and in the various other buildings the finished products of our factories will be shown. Under the distinguished patronage of Lord Charles Beresford, who will press the button that will set the wheels in motion, the Exhibition is assured of success.

Foreign Labor Control.

THE strike among the miners of the Dominion Coal Co. is for the recognition of a foreignly controlled labor union. The company already has an agreement with the P. W. A., an association of workmen confined to the Province of Nova Scotia. This agreement does not expire for some months. The United Mine Workers have invaded the field, and from their headquarters in the United States have undertaken to dictate to the Dominion Coal Company as to whom they shall employ. The Board of Conciliation which investigated the case called attention to the danger of having the workmen under the command of

a United States organization. The industries of the Maritime Provinces are dependent to a large extent upon the collieries. A tie-up in the mines causes a serious economic loss to all classes of people. Yet it is easy to suggest how it would be in the interest of United States miners or operators to have Canada's mines closed. The Board laid down the reasonable principle that where a dispute could only arise in Canada, the body having power to cause trouble should likewise be confined to Canada. Otherwise Nova Scotia miners, to serve some purposes of the Pennsylvania men, might be called upon to quit work, although there was no question or dispute between them and their employers. Union officers have attained an unenviable reputation in the United States for perfidy and treachery, not only to employers but no less to the men they represent. It would be more self-reliant and safer for Canadian workmen to manage their own affairs.

Jurisdiction of Railway Commission Defective.

THE case of the Commercial Acetylene Gas Co., whose tanks were refused carriage by the express companies, raised a vitally important point in regard to the jurisdiction of the Board of Railway Commissioners. After futile efforts to have the carriers reconsider their stand, the Acetylene Company appealed to the Commission for an order compelling the express companies to accept their goods. The Commission, in refusing the request, affirmed that their jurisdiction was confined to rates exclusively; they had no authority to compel the companies to carry any particular goods. This decision raises a serious question, and one which calls for prompt legislative action. The jurisdiction of the Board must be made to include everything connected with the carriage of goods. Anything less than this is nothing. For if complaint is made that a given rate is exorbitant or unfair, and the Board upholds the claim, the express company can at once refuse to carry the goods at any price, and the Board can give no redress. The Commercial Acetylene Gas Com-

pany's case illustrates the point. Whether or not the express companies were justified on grounds of safety in refusing the carriage of acetylene tanks did not come before the Commission at all. The attitude of the Board was that it might or might not be a mere whim of the companies; it might be fair or it might be grossly unjust; the companies might be properly protecting other's goods or they might be wantonly ruining a particular industry. The Board had no right to consider any of these things. Providing the express companies were willing to carry the tanks the Board could say whether or not the rate they quoted was fair. Beyond this they could not go. Since

the companies refused to give the service, the Board had no further interest in the case. Grave possibilities for discrimination lurk in this power of the express companies. The sooner the Board's jurisdiction is extended to cover such cases as that just before them, the better for shipping interests in general.

Among the Tariff Icebergs.



Captain Bull: "Just the same, I 'aven't abandoned the old ship yet."

Investigate Peat Resources.

ABOUT a year ago the Department of Mines, Ottawa, issued a report on "Peat and Lignite, their Manufacture and Uses in Europe," with the object of stimulating interest in an industry in which there are great possibilities in Canada. The methods of production employed in those countries of Europe in which the peat industry is successfully carried on were described in detail. The

same department has now issued a bulletin entitled "The Investigation of the Peat Bogs and Peat Industry of Canada during the season of 1908-09, by Erik Nystrom, M.E." This is a very valuable work, giving as it does an idea of the extent of Canada's principal peat bogs. The absence of coal in central Canada makes of especial importance any possible supply of fuel which may be utilized in place of it. Heretofore the bogs which are scattered over Ontario have been of no commercial value because no satisfactory device for drying the product had been devised. In Europe a feasible process is now in operation.

CUSTOMS RULINGS

Commutator Bars of Copper, cut to form for electrical apparatus, dutiable under tariff item 453, General Tariff rate, 27 1-2 per cent. Importers at Hamilton were being assessed duty at the rate of 30 per cent., and on an appeal being taken to the Board of Customs against said rate, the above ruling was obtained.

Day's Rapid Shading Machine. Held to be dutiable under tariff item 657, General Tariff rate, 25 per cent.

Ingot Moulds. Held to be dutiable under item 456 of the tariff, General Tariff rate, 10 per cent. Formerly these articles were admitted free of duty when imported as converting apparatus for metallurgical processes in metals. In future free entry will not be allowed.

Granulated Cork as a rule is rated for duty under the provisions of tariff item 494. General Tariff rate, 20 per cent.

Trolley Frogs. Held to be dutiable under item 453, General Tariff rate, 27 1-2 per cent. This decision was obtained in view of the fact that some Collectors of Customs held these articles should be rated for duty as frogs for railways, which contention, it will be observed, was not upheld.

STEAMSHIP SAILINGS

Montreal to Liverpool—

Allan Liner, July 23, and weekly thereafter.

C.P.R. Liner, July 24, and alternate Saturdays and Fridays thereafter.

White Star-Dominion Liner, July 24, and weekly thereafter.

Montreal to Bristol—

Dominion Liner, July 17, and weekly thereafter.

C.P.R., July 24, and fortnightly thereafter.

Montreal to London—

Thomson Liner, July 17, and weekly thereafter.

C.P.R., July 25, and weekly thereafter.

Allan Liner, July 17, and fortnightly thereafter.

Montreal to Antwerp—

C.P.R., July 25, and weekly thereafter.

Montreal to Glasgow—

Donaldson Liner, July 22, and weekly thereafter.

Montreal to Havre—

Allan Liner, July 17, and fortnightly thereafter.

Montreal to Manchester—

Manchester Liners, July 17, and weekly thereafter.

Montreal to Rotterdam and Hamburg—

Canada Line, July 22, and fortnightly thereafter.

Montreal to Belfast—

Head Liner, about August 10.

Montreal to South Africa (Cape Town, Port Elizabeth, East London, Durban, and Delagoa Bay)—

Elder-Dempster, July 20, Aug. 20.

Montreal to Nassau, Havana, Tampico, Vera Cruz, and Progreso—

Elder-Dempster, about July 13.

Vancouver and Victoria, B.C., to the Orient—

C.P.R. Liners, July 14, Aug. 4, Aug. 16, Aug. 25, Sept. 15.

Vancouver and Victoria to Australasia—

July 16, Aug. 13, Sept. 10, Oct. 8.

INTERNATIONAL EXHIBITIONS

Below is given in concise form the place, date, and a few details of International Exhibitions in which Canadians may be interested. This information will be supplemented each month by such additional information as may come to hand.

Quito, Ecuador.—United States manufacturers are reported to be taking quite an interest in the National Exhibition soon to be held in Quito. Very few particulars are yet available, but it is known that the United States Government will participate. Honorable E. H. Wands, Commissioner-General of the United States, will have charge of their display.

Buenos Ayres, Argentina.—Plans are going ahead on a large scale for the Argentine Railway Exhibition, which is to be held in Buenos Ayres next year. The remarkable commercial and material progress of the Argentine Republic, as well as the growth in population and trade of Buenos Ayres, are expected to prove potent factors in attracting a large attendance of North American business men.

Mexico, Mexico.—A Mexican National Exhibition, to celebrate the One Hundredth Anniversary of Mexican Independence, will be held in the above city in 1910. While it is not to be a so-called World's Fair, it is announced that exporters from foreign countries will be cordially welcomed. Nearly one-quarter of the total space available for display purposes has been reserved for foreign participants.

London, England.—An Exhibition of the products, resources and industries of the Western States, known as "Golden West and American Industries Exhibition," is now in progress at Earls Court, London, England, and will continue until October.

Munich, Germany.—An International Aeronautical Exhibition, comprising balloon-making, gas production, flying machines, motor and military balloons, etc., etc., is shortly to be opened at Munich.

Milan, Italy.—In 1913 there will be held at Milan, Italy, an International Theatrical Exhibition. It will consist of three sections: (1) The Theatre (buildings and representations), (2) Music (instruments and musical interpretations), (3) Artists and Theatrical Literature (works of art, biographies, manuscripts, etc.).

Munich, Germany.—The Tenth International Art Exhibition opened at Munich on June 1st, and will continue until October 31st. The displays consist of works of art in the different branches—painting, sculpture, architecture, engraving, and art industry.

Tokio, Japan.—The Japanese Department of State officially announces that the World's Fair which was to have been held at Tokio in 1912 has been postponed until 1917.

Brussels, Belgium.—A Universal and International Exhibition, under the patronage of the Belgian Minister of Industry and Labor, will be opened at Brussels in April, 1910, and will last for six months. It will include in its scope all the departments regularly attached to the World's Fair. Applications for space, etc., should be addressed to the Commissioner, 34 Rue des XII. Apotres, Brussels.

IMPERIAL TRADE POLICY OF THE CANADIAN MANUFACTURERS ASSOCIATION

Mr. W. K. George, in Speech before the Australasian Delegates to Imperial Press Conference, Discusses Imperial Trade and Canada's Attitude Toward the Mother Country and Our Sister States in Trade Matters.

IN rising to propose the toast of the Empire before a gathering representative of three of the sister nations of our Imperial family, I trust that I may be pardoned if I diverge to a considerable extent from the somewhat well-beaten path of Imperial oratory, which is usually followed upon such an occasion, and devote a portion of my time, at least, to a more prosaic, yet, I believe, essentially important, phase of Empire. And I do so because I would like to avail myself of this opportunity of placing before our visitors a concise declaration of the creed on the question of inter-Imperial trade relations as held by the Canadian Manufacturers' Association, which organization I have the honor of representing to-night.

Our position has been so frequently misrepresented by those who at least have the opportunity of knowing better that it is not strange if it is misunderstood by many others; therefore, I believe that such a declaration is opportune. In the first place, I need hardly tell our visitors that as an Association we are believers in and are advocates of a policy of Tariff Protection for Canada. Not, as is yet contended by the theoretical Free Trader, still to be found in our midst, simply in order that we may make an unfair or exorbitant profit upon our output; but because we know that such a policy is absolutely essential to the successful maintenance of our Canadian industries; and because we know (and this, gentlemen, is the endorsement of the whole policy) that to this policy of protection is due the establishment of almost all the industries which are in our land to-day. And, further, because we believe that its maintenance will lead to the establishment of many others; utilizing thus something of those illimitable resources in the way of raw materials with which a bountiful Providence has blessed our land; furnishing thus satisfactory employment to our own people at home, instead of sending them (as was formerly the case), to the extent of over a million to the country to the south of us, in search of that which we could not supply here. Becoming, through the many-sided development thus produced, a populous and a prosperous nation, fit member of the Imperial family to which we are so proud to belong.

Briefly, I say that these are some of the reasons why we are advocates of a protective policy for our country, and, coincident with that, we have pronounced ourselves emphatically in favor of Canada's extending, wherever possible, preferential tariff treatment to the other portions of the British Empire.

I do not want, on such an occasion as this, to even suggest a subject of a controversial character, and I trust that you will agree with me when I state that the policy which we advocate cannot, from an inter-Imperial standpoint at least, be considered a controversial one. Because our creed most emphatically is that each and every component part

of the British Empire, whether it be the Motherland or one of the sister Dominions, must be permitted to work out her own industrial and commercial salvation and development, along such lines and under such conditions as will best suit her own peculiar economic circumstances and geographical location. As far as Canada is concerned, we, as I have already said, know that a protective policy is absolutely necessary to our industrial development, and the proof of that is to be found in every industrial establishment from Cape Breton to Vancouver's Isle, and along with that we advocate preferential treatment to the rest of the Empire. To repeat once more, our policy in a nutshell is, first to give your own part of the Empire that which is necessary for her best development, and then treat the other parts of the Empire better than you do the rest of the world. Build up, as far as possible, through your trade and commerce,

the members of your own family rather than other and, commercially at least, antagonistic nations. We have advocated a preferential policy not, believe me, gentlemen, because we have considered it essential to Canada's prosperity, but because we do believe that through the increased trade relations thus established, the bonds of sentiment, mutual interest and kindly feeling which unite our widely scattered Empire, will be strengthened.

To-day, as never before, we face the world as a united Empire. One, as I have already said, in the proud possession of a glorious past, one in the resolute purpose to meet the duties of the hour, and one in an abiding faith in the future of our beloved Empire. The ardent hope of each and all of us, I am sure, is that when Australia, New Zealand, South Africa and Canada have reached something like their full development, they will all still be loyal members of that galaxy of free states which form the British Empire. Do you remember how Tennyson puts it:

"Sharers of our glorious past,
Brothers must we part at last?
Shall we not through good and ill
Cleave to one another still?
Britain's myriad voices call,
Sons, be welded each and all
Into one Imperial whole,
One with Britain, heart and soul,
One life, one flag, one fleet, one throne,
Britons, hold your own."

And if that aim is realized, you will have such an Empire as the world has never seen, and such another it never can see—an Empire that not only encircles, but dominates the world. And, need I add, dominating it for all that is best to mankind, as is ever the case under the British flag.



Cover of Menu Card, Banquet to Australasian Journalists.

THE MADE-IN-CANADA CAMPAIGN

How Several Canadian Manufacturers are Urging the Made-in-Canada Idea, by
Emphasizing the Excellence of Goods Made at Home. Some Examples.

BLUNOZ-CANADIAN SERGE is *Not* an "Imported" cloth—that is something new for the heading of an advertisement. It caught the writer's eye before the previous day's sensation, the baseball score or the weather report. The *Not* was in big letters, and it was underlined. There was no equivocation, nothing hesitating about it. With a boldness akin to recklessness it challenged the enemy in his own stronghold, it went after him at the very point of his supposed strength, and it hurled defiance at him.

The word "imported" has heretofore been a word to conjure with; to say an article was imported was to invest it with all the qualities the mind could imagine. "Is this cloth good?" asks the customer. "It's imported," replies the tailor, and in that "imported" the customer sees durability, finish, color, and all the other attributes of an excellent textile.

But there has been a lot of humbug about this "imported" idea. Good cloth of excellent wearing quality has been imported; but so has some of the flimsiest and rottenest of shoddy materials. The cheapest of the cheap has come from abroad, just as much as the better grades, whose early superiority brought about the reverence for the "importeds," which has continued to this day.

High Quality Attained.

In the early days of the woolen industry in Canada it is very probable that the product of the mills lacked somewhat in finish and style. It is more than likely that for the first few years an absence of skilled weavers, or a paucity of designers or a lack of knowledge, may have resulted in the production of fabrics that were not equal in appearance or wearing qualities to those of European make. But what has escaped the notice of most people who still pin their faith to "importeds" is that Canadian mills have been turning out goods for a long time. They have passed the experimental stage, and when a manufacturer states in the public press that "Not an English, Irish or Scotch mill can produce a better serge than Blunoz—they admit it—and they have all tried it," he is stating what he has had years to prove. The makers of Blunoz-Canadian Serge have been making woolens, and selling them throughout the length and breadth of Canada, for half a century. During that time they have shown that they are the equal of any woolens in the world. For a man, then, to buy a cloth because it is "imported" is to display not only a prejudice, but a lack of intelligence, which at this stage of the country's development is unintelligible.

We are glad that one manufacturer in this line has publicly challenged the claim of "importeds" to being of necessity of unapproachable quality. We believe that the straightforward and self-respecting assertion that the cloth is made-in-Canada, and is equal to the best which can be produced elsewhere, will meet with a favorable response from Canadians in general, who for the most part are ready to support their home industries if the origin of the goods is brought to their attention.

There are other manufacturers who make woolens which cannot be excelled by those of foreign make. We speak of one in particular, because by adopting a "brand" and advertising it, the company has given a splendid impetus to the made-in-Canada idea, in a line which badly needed it.

Another "Brand" Advertised.

Close on the heels of the preceding advertisement, which is illustrated herewith, comes a big display announcement of the Hartt Boot and Shoe Company, who also make the Canadian idea the important item. "First of all," runs the ad, "we select the best leather to be found in all the world—for the most part genuine Canadian leather—the kind the best shoemakers in the world sigh for." There is the true ring—with the pride of country which is infectious. Even the casual reader of that will retain somewhere in his mental makeup the idea that, whatever else we may fail in, at least in leather Canada is pre-eminent. Then the ad, tells of the men who make the shoes: "Now, these cobblers are not fear-driven foreigners. They're good, sturdy, healthy New Brunswickers, pretty nearly every man." Again there is the tone of national self-reliance; the suggestion that if it is made in Canada, of Canadian materials, and by Canadian workmen, it is all right. A manufacturer who talks that way through the daily press is doing an inestimable service to every one of his fellow manufacturers. He is educating the people up to the idea that Canadian goods are good goods.

Finally, we note with satisfaction a Coca-Cola advertisement, also appearing in the daily papers. Prominently displayed in the bent arrow, which has become identified with this company's advertising, is the statement, "Coca-Cola is made in Canada." It is a recognition of the fact that, other things being equal, Canadians prefer that which is made by their fellow-citizens to that which is made by foreigners.

Revival of Made-in-Canada Idea.

The appearance, within a few days of one another, of the ads reproduced herewith, is interesting from two standpoints. One is the essentially Canadian ring to them, indicating a revival of the made-in-Canada campaign, which had somewhat subsided during the past few years. The other is the evident appreciation of the value of a trade mark. That is the peg upon which every individual made-in-Canada campaign must be hung. For every one who will ask for goods of home manufacture, and will insist on getting them, ten will pick the made-in-Canada article out of three or four offered, if the one has a brand mark which they recognize as Canadian. The buying of made-in-Canada goods should be made as easy as possible. In other words, the consumer should be made familiar with the names or brands of Canadian-made articles, in order that he may know them when he sees them. It would be unwise to leave the entire responsibility with the purchaser.

LET us who are shoemakers be shoemakers for you—don't experiment with foot-deformers, temper-irritants and such that masquerade as shoes—but wear a shoe instead that gives comfort from the start and retains its shapeliness permanently.

Shoemaking is peculiar.

Certain shoe concerns there are who make shoes on honor, who take pride in turning out the best shoe possible, while certain other concerns have so had their pride of workmanship "commercialized" that the cost of making their shoe is reduced below the good-shoe possibility standard—and inferior shoes turned out.

We are of the first class.

Maybe, its because we've been shoemakers all our lives, and our fathers before us. At any rate the pride of the craft is ingrained in our very being.

We want to—we strive to—we earnestly endeavor to—turn out the best shoe in Canada.

We want to make a pair of shoes for you. "ready." And when you have worn them one month—or six months—we want you to say, as many thousands of shoe-wearers say: "I will never wear other than



The Hartt Shoe

Now, it is not merely mental our striving to make the best shoes you ever put on your foot.

We go about it in a very practical and shoemaker-like way. First of all, we select the best leather to be found in all the world—for the most part genuine Canadian leather—the kind the best shoemakers in the world sigh for. Tough—pliable—closely-textured—well-tanned—sound clear leather.

We test that leather—we cut it up—make shoes of it—and wear the shoes.

Then we give it to our cobblers to make into Hartt Shoes.

Now, these cobblers are not fear-driven foreigners. They're good sturdy, healthy New Brunswickers, pretty nearly every man.

They're shoemakers by inheritance, too, with the pride of the Craft that makes them take keen interest in everything they do. And when we give these fellows our good material to work on, they start in to build Shape Permanence into Hartt Shoes.

That's the thing we insist on in Hartt Shoes—SHAPE PERMANENCE.

And because they have Shape Permanence is the reason Hartt Shoes do not commence to hurt your foot a day or so after you commence to wear

"CANADA'S BEST"
THE HARTT BOOT AND SHOE



Blunoz-Canadian Serge is Not an "Imported" Cloth.

Blunoz Serge is not always blue serge. You can get black Blunoz Serge as well. It is as "dressy" as black cheviot, with twice the wear value—a good service suit. Blunoz Serge is not an imported cloth. It is "made in Canada." Blunoz-Canadian Serge is its proud hyphenated full name. It is the best product of the best Canadian woollen mill—and the whole output of this serge is bought by the Semi-ready Company for their famous Blunoz Serge Suits at \$22. Either single or double-breasted sacks.

Not an English, Irish or Scotch mill can produce a better serge than Blunoz—they admit it—and they have all tried it. Blunoz Business Suits—in black or in navy blue, \$22—the same price here and everywhere in Canada.

Semi-ready Tailoring

ED. MACK, LIMITED
81 Yonge Street, Toronto.

DRINK

Whenever you're bodily
want a delicious, who
bev

GET TH
5c Eve



Saskatchewan River Bridge, near Saskatoon.

CONSTRUCTION OF TRANSCONTINENTAL RAILWAY

By G. F. Chipman

This Year's Western Harvest will be Carried in Part by Canada's New Transcontinental, from Edmonton to the Head of the Lakes. Some Notes and Views of the Work in Progress.

FROM Moncton to Prince Rupert there is a hum of activity along the line of the new national highway, which two years hence is to take its place as a fully equipped transcontinental railway. From Winnipeg eastward this is being built by the Federal Government, but from Winnipeg to the Pacific coast the Grand Trunk Pacific Railway Company are in charge of the construction. The project of building not only the railway itself, but of all the numerous and costly accessories needed by a great transportation company, is immense. The western half of the line will have the great wheat fields, which must be emptied annually of their golden harvest, and this alone furnishes labor for thousands. It necessitates the building of a big line of grain elevators along the G. T. P., and of immense terminal elevators at the lake front, all of which is now being done with all speed. Then there are the branch lines through the prairie wheat-growing region, which must be built to feed the main line, and already survey parties are in the field, running lines to the most desirable sections in Saskatchewan and Alberta. These two Provinces know that their development depends upon the railways, and are extending generous aid to the national highway. The rich mining and fruit and fishing districts of the sunset province will also bring forth rich harvests in freights when the branch lines projected are run through the Province. Another branch is projected into the Yukon District, right through the heart of the wonderful Peace River District, where in the near future there will be developed a wheat field which shall rival, if not excel, in richness the famous prairies of the present wheat belt. Northerly, the Hudson's Bay route beckons, with its shorter and cheaper haul to the markets of the old lands. At Prince Rupert the Orient is closer to Canada than at any other railway terminal on the continent, and here the future will see a line of fast freight and passenger steamers, which will become a part of the railway system and form the necessary links in Canada's second world-encircling transportation system, and place Canada at the head of the universe in the solution of transportation problems.

The foundations for this great work have been well laid, and a great deal has been done; in fact, Winnipeg and Edmonton have been linked together by the shortest band of steel between the two cities. It is but a matter of days now until passengers from the Prairie City will be able to run straight through to Edmonton over the G. T. P., and in doing so to cover but 793 miles, making the distance even shorter than the direct line of the Canadian Northern Railway. Another part of the line is also completed—that from Fort William northward to the main line of the National Transcontinental—a distance of 200 miles. Thus, the G. T. P. has now 993 miles of its line completed, and there remains from Edmonton to Prince Rupert a line of 953 miles to be built before the waters of the Pacific will be connected by a new route with the Great Lakes. Of this section already a large part of it is graded, and in the course of two or three months all will be under contract, except the mountain section through the Yellowhead Pass, a section 260 miles in length. The contract for grading a section of 130 miles west of Edmonton is practically completed, and the steel will this summer be laid over it.

Slinging a Railway Into Shape.

The grading on the new line is all done by contract, but the company lay their own steel. They have the latest device for rapid track-laying, and when their force is at work on the prairie they can put down from four to five miles of rails per day. The most encouraging sight to the settlers on the prairie is the big track-laying outfit, with 100 men about it, slinging into shape a new railway for their benefit. This outfit will be engaged west of Edmonton for some time this summer. The big bridge that is being thrown across the Pembina River will hold up track-laying for a little time, but the entire 130 miles will be completed early in the season. When the steel is at the end of the grade, and ready to deliver construction material, a new contract for 200 miles up into the mountain region west of Wolf Creek will be let. This will be undertaken in the early fall, and



Rock Cutting on National Transcontinental Railway, 178 miles east of Winnipeg.

pursued into the winter. There will be a good deal of heavy rock work on the western end of this contract.

The Birth of a City.

Out at the Pacific coast the advent of the new railway has made a wonderful change in the appearance of Prince Rupert. Foley, Welsh & Stewart are putting up the grade for 100 miles eastward towards Hazelton, and have 2,000 men engaged in the work. The uneven surface and the rock cuts make progress slow, but it will be completed at an early date, and the track laid this summer. The construction outfit brought an army of settlers to the new terminus, and now there is a goodly town at Prince Rupert. Part of the townsite was sold by auction on May 25, but there still remains a large section to be sold. The town that has already been built is on stilts, as the site was not surveyed at the time it was built upon. As the lots are purchased, the building will be removed and placed upon permanent foundations, and then there will be opportunity for sanitary arrangements to be made. Several miles of sewers and roadways are already built. The G. T. P. has built a large dock on the harbor front, where there is sufficient water for the largest freighters to anchor and unload in safety. The Hudson's Bay Company have also made Prince Rupert the headquarters for their Hazelton service. The harbor at Prince Rupert has been an eye-opener to every visitor to the place. On the dock have been erected large freight sheds, which are already utilized to their capacity with inward freight for Prince Rupert and the interior. The G. T. P. have also built a fine hotel in the new city, which was soon so well patronized that an annex was required and built.

By the time the grade on the 100 miles is completed, it will be necessary for the company to have their materials on hand for laying

the track. There is no railway connection with Prince Rupert to-day, and hence it is necessary to use the long ferry of 550 miles from Vancouver northward. Over this route the track-laying and ballasting outfit is being sent to the front, ready for business. Half a dozen engines, as well as 100 flat cars and Hart convertibles and several steam-shovels, are now being carried forward to the firing-line. The steel has been contracted for, and a portion is now en route. It will be short work to put down the steel as soon as the grade is completed. Then there will be a new contract of 140 miles further into the Rockies let in August. The railway will be ready to deliver material for construction by that time. At present the Skeena River is being utilized to carry material for the contractors, and this is one of the

splendid natural provisions of the Province of British Columbia. Where there is good water communication, contracts are much easier of accomplishment.

Through the mountains for 260 miles will be the hardest stretch of railway on the whole system, and will require the longest time to complete. There is yet more than two years before the contract is to be completed, and an immense amount of money will be poured into the mountains to prepare this section of the roadbed. Yellowhead Pass is the most favorable in the whole range of the Rockies for the crossing of a railway. The new railroad will have a distinct advantage in the low grade, which will materially lessen the work of handling heavy freights across the mountains. In two years the mountains will have been conquered, and the daily trains will be running from Winnipeg to the Coast. This is a big thing to the city of Edmonton, and will remove the handicap which Calgary has enjoyed for so many years. Edmonton will then forge ahead to the



Track Laying on the Prairie.



Grading on Main Line, Grand Trunk Pacific Railway.

metropolitan position which her location guarantees. The day when the first passenger train on the transprairie line enters the Alberta capital will be the dawning of a new era, and will be one of festivity to the citizens. That day is very near at hand, and only a little ballast and few rails need to be put in place to bring it about.

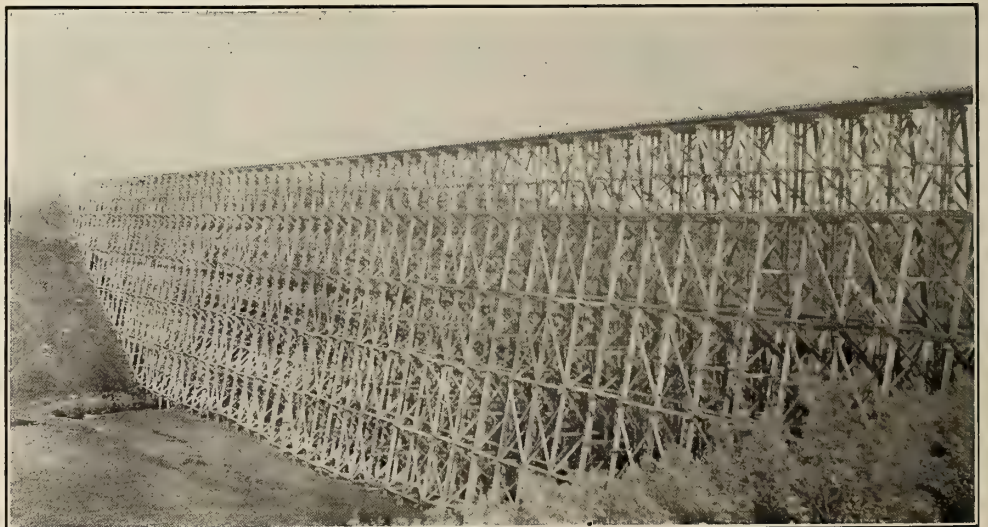
In construction work, the G. T. P. is sparing no expense to accomplish its chief object—the best roadbed in the West. Every precaution is taken that when the line is completed it will at once be ready for handling traffic with ease, and there will not be the uneven roads seen in some parts of the country. Eighty-pound rails are being used over the whole line, and the machinery for laying them is the latest improvement of that great invention. On the Superior branch of the road there was 200 miles of hard work to be accomplished, including a great deal of rock cut, and a wide stretch of muskeg to be safely bridged. The problem on this section of the road was much the same as that which faced the C. P. R. when building in the same district. The muskegs require watching, and the utmost care must be taken in putting a permanent grade upon them. About 40 miles out of Fort William there is such heavy rock that it was found advisable to make a short tunnel, and, though it will probably be blasted out some day in the future, it is still one of the great natural wonders of the new line. The Superior branch was not built for the traffic of the country through which it passes, but as a necessary connecting link between the N. T. R. and the lake front. No railway across Canada would be a success unless it reached the head of the lakes with the western grain. The 220 miles of the N. T. R., between Superior Junction and Winnipeg, connect the links of the G. T. P., thus being part of the Western division. This section gave the contractors immense work in cutting out the heavy rock. It is now practically completed, however, and will be ready to unite with the G. T. P. branch and make a through connection with the wheat fields by the time the harvest is ready.

Bridge Building Under Difficulties.

West of Winnipeg the prairie section was more cheaply built than the heavy rock cuts of the east, but much time was consumed in filling in big cuts, and there is a great deal of trestle-work on the line to bring up the grade. One of the features of railway building on the prairie is the difficulty of putting up the big steel bridges. There is nearly always a stiff breeze blowing on the open prairie, and it will freshen with no warning. Some of the bridges were very high, and the wind had a full sweep at them up the bed of the river or ravine where they were being erected. It was a dangerous calling for the bridge gangs, wrestling with the heavy steel over the Battle River, 675 miles west of Winnipeg, but with the perseverance which spells success they kept at it, and, even though considerable time was occupied, the bridge was completed during the winter, so that the steel was laid across, ready for the work this spring. The Battle River bridge is the longest on the entire G. T. P., and one of the longest in the West. It is 2,772 feet in length, and the waters of the river flow 139 feet below the lowest part of the 3,400 tons of steel. There were necessary also two big bridges across the Saskatchewan, the largest being the 1,655 foot span at Clover Bar, where the bridge is 87 feet in height, 2,100 tons of steel being used. The Assiniboine River was crossed just east of Portage la Prairie, and again the Pembina River was crossed west of Edmonton. At Fort William, in order to bring the road into the terminals, it was necessary to bridge the Kam River, where a great deal of heavy masonry was necessary. The South Saskatchewan was also crossed at Saskatoon. In addition to the bridges, there were a number of high fills to be made, the heaviest trestle-work being at Cut Arm Creek, which is clearly shown in the accompanying illustration.

A Series of Model Towns.

One of the unique features of the new road is the care that was taken in the beginning to have good townsites. They were all in the hands of the company, and the experience of other railways was profited by. All the sites were laid off on a uniform plan, and all the corresponding streets have the same name, except that the principal street in each town is named after the Province in which it is located. The depots are all on the same side of the track, and between the depot and the street is reserved a wide lawn, where trees and shrubs will be planted for ornamentation. The company hold building restrictions in every town, and there



Trestle Work—Main Line, Grand Trunk Pacific.

will be no unsightly shacks near the depots, and the livery stables and blacksmith shops and other such necessary evils will be segregated, so that they will not be scattered through the residential quarter of the coming cities. The depots are uniform for the smaller towns, but at the divisional points and the terminals splendid buildings are being erected. The company also hold the elevator companies to a uniform plan for their elevators, which are of 30,000 bushels capacity, and the general effect of the wise policy pursued is that there is no jar to the eye as the traveller goes over the new line through a new country. Just what this scheme means to the country cannot be appreciated at the present time, but a decade hence, when the vacant prairie has developed thriving towns, it will then be apparent.

In Winnipeg the new railway has united with the Canadian Northern in the erection of a magnificent depot, for the use of both roads. They have a strategic position on the old Hudson's Bay Reserve, and the main entrance to the depot faces up Broadway, the finest thoroughfare in the city. The completion of this depot will turn again the tide

structure. There is also a great deal of work to be done in raising the level of the yards at the rear of the depot, and this will greatly improve the facilities of the roads.

A few miles from the depot, at a desirable site in St. Boniface, work is now beginning towards the erection of immense shops, for the use of the Grand Trunk Pacific and the National Transcontinental. More than \$1,000,000 will be spent in the first unit, and it is planned that eventually the shops, when completed, will cost in the neighborhood of \$5,000,000, which will be met by the Federal Government and the company. The entrance of the national highway into the Prairie City will be over the big bridge which Haney, Quinian & Robertson are to build across the Red River at Lombard street. They are also the contractors for the shops. The bridge will probably be made for vehicular and pedestrian traffic, as well as for the railways, if the agreement with the city is satisfactory.

At Fort William work is also going ahead, to meet the requirements of a big terminal on the lake front. Contractors are now engaged on the first unit of the 40,000,000



General View of Work from Pier No. 5, Near Edmonton.

of business towards that section of the city. Over \$1,000,000 is being expended in the construction of the depot, and, while it was originally intended to be four storeys, it will be made five. The foundations are made to carry ten storeys, which altitude it will reach in the course of a few years, as growth demands the further addition. When completed, it will be another of the wonders of the West, and will rear its sandstone front as a landmark of that section of Winnipeg. In the new depot will be the offices of the two railroads, and also sufficient accommodation for the immense stream of immigration which will pass through its portals. Two immense steel freight sheds have been completed near the depot for the joint use of the roads. There is as yet no big terminal hotel under way, but this is sure to follow, as this has become the policy of railways. The old Canadian Northern depot, which is now being used, will eventually be vacated, and by another year will give way to the new

bushel capacity elevator system, and as the wheat lands are brought under cultivation, the elevators will grow, for the accommodation of the grain crop that goes to the eastern markets. The two islands at Fort William, which at one time were counted of but little value, are being turned into most necessary sites for railway uses.

As the railway has been built through the West the needs for rolling stock have been met, and all the factories of Canada have been busy turning out the supply, until now the company have all on hand that the present traffic requires. Last fall a daylight time table was put into effect, and was continued until the present month, when it gave way to a tri-weekly service as far as Scott, in addition to the former service. It is expected that there will be through traffic from Winnipeg to Edmonton, with a complete time card, by September. Then the Grand Trunk Pacific will become a big factor in the transportation service of the prairie country which it serves.

FEATURES OF THE NEW UNITED STATES TARIFF

By Mr. R. W. Breadner

Some Comparisons Between the Old and the New Schedules, with the Probable Effect on Canadian Industries. The Bill as it Passed the Senate Differs from the Original Measure in Many Details.

LEAVING for the present the retaliatory clause out of consideration, the bill, it appears to me, was prepared solely with the idea of protecting the industrial and agricultural interests of the United States, as stated in the first line of the act, which reads, "An act to provide revenue, equalize duties, and encourage the industries of the United States, and for other purposes," particularly those industries and pursuits which relate to the individual manufacturer (rather than corporations) and the farming community.

The cases where a reduction in duty is provided for apply to the highly specialized industries which even on a free trade basis could exist, or to goods which are required for manufacturing purposes. In the first class may be placed the products of the steel trust, the boot and shoe industry, and agricultural implements. While the duties on the products of the steel trust have been reduced from \$4 to \$6 per ton (in a few cases \$10 per ton), it must not be overlooked that the rates on the raw material have also been lowered. At the same time the bulk of the articles manufactured of iron, steel, and other metals remain dutiable at 45 per cent. This is evidently done in order to encourage the smaller manufacturer throughout the country.

To offset the reduction in duties on raw materials the rates on agricultural implements and boots and shoes have been lowered.

The lowering of the rates in each of the cases mentioned is not a serious matter. Owing to the magnitude and specialization of these industries in the United States the rates are sufficient to retain the home market and meet without much effort all foreign competition, the large output of the factories reducing the fixed expenses pro rata very materially.

Textiles.

In respect to the cotton industry the bill provides for increased specific rates of duty on high-grade cotton fabrics, which before were principally subject to ad valorem rates, thereby giving increased protection to the cotton manufacturers when market values in foreign countries are low, owing to over-production or other causes. The schedule is evidently satisfactory to the National Association of Cotton Manufacturers, for at their meeting in April the following resolution was adopted:

"Resolved, That the National Association of Cotton Manufacturers, in annual session assembled, favors the passage of the cotton schedule substantially as proposed by the Finance Committee of the Senate, believing that it will assist in producing the needed increase in revenue, continue reasonable remuneration to American labor and capital, and encourage the development of the industry, which will increase the consumption of American-grown cotton, a large proportion of which is now exported for foreign manufacture."

In this connection it would not be amiss to note that the average rate of duty collected in 1908 on manufactures of cotton imported into the United States was over 50 per cent.

Concerning the manufactures of flax, hemp, or jute, the bill provides for a reduction in the rates on the coarser manufactured articles of jute, such as floor mattings, carpetings, and oilcloths; also on yarns of hemp, flax, or jute, but no alteration from the Dingley 1897 tariff has been made on the woven fabrics or other manufactures of flax or hemp.

The woollen schedule has not been changed, the rate of duty on manufactures of wool not specially provided for still remaining at 60 per cent. and 44 cents per pound, an average of almost 100 per cent.

As to the silk manufactures, the tariff has been materially altered by the adoption of specific rates of duty. To an onlooker this appears to have been purposely done in order to force an issue with France, especially when one takes into consideration the additional rates on artificial flowers, feathers, etc., imported from that country, and the 20 per cent. increase on champagne and sparkling wines, which makes the rate \$9.60 per dozen quarts instead of \$8, as formerly collected.

The rates on earthenware, chinaware, and glassware, with the exception of window and plate glass, remain practically the same as provided in the Dingley tariff.

Lumber Duties.

In respect to rough lumber and timber, the bill provides for a reduction in the rates equal to seventy-five per cent. of that formerly payable, which rates are still sufficient to retain the home market in respect to all grades of lumber, except first quality, that must be imported. The rates of duty on articles manufactured from wood are, if anything, slightly increased.

The tariff applicable to chemicals has in many cases been reduced. However, one notable exception has been made in placing a duty of 1 cent per pound on oxalic acid, which under the Dingley tariff was entitled to free entry. The importations of this acid during the year ended June 30, 1908, amounted to 8,853,539 pounds.

The placing of a duty on wood pulp is a retaliatory measure against Canada, and one which it would appear will ultimately work to the detriment of the United States.

The bill provides for an increased rate of duty on slack coal such as would pass through a $\frac{1}{2}$ inch screen, the increase being from 15 cents per ton to 60 cents per ton of 2,240 lbs.

Protection to Farmers.

The protective element of the tariff is fully illustrated in the rates applicable to agricultural products and provisions. In fact, it would appear that importations in many lines are not desired, for example:

Oats increased from 15c to 20c per bushel.
Rye increased from 10c to 20c per bushel.
Wheat increased from 25c to 30c per bushel.
Hops increased from 12c to 20c per pound.

Potatoes increased from 25c to 45c per bushel.
 Buckwheat flour increased from 20 per cent. to 25 per cent.
 Hay, \$4 per ton.
 Straw, \$1.50 per ton.
 Beans, 45c per bushel.
 Barley, 30c per bushel.
 Onions, 40c per bushel.
 Cabbages, 3c each.
 Eggs, 5c per dozen.
 Honey, 20c per gallon.
 Butter, 6c per pound.
 Cheese, 6c per pound.

Retaliatory Clause.

This clause provides that after March 30, 1910, a surtax of 25 per cent. shall be levied on the products of any country, dependency, colony, or other political sub-division having authority to adopt and enforce tariff legislation, which imposes discriminatory terms or trade restrictions against the United States, or which does not grant to the products of the United States treatment which is reciprocal and equivalent. It also confers authority on the President to issue a proclamation removing the surtax in respect to countries where the above conditions do not exist.

According to the strict reading of this section of the bill, the surtax will apply to Canadian products on account of the preference granted to the products of the United Kingdom and certain dominions across the seas, and on account of the present treaties now in force with France, Japan, and other countries. In the event of the new convention between Canada and France becoming law, the surtax will, without doubt, apply against both countries unless like concessions are granted to the products of the United States.

REDUCED TRANSPORTATION FOR COMMERCIAL TRAVELLERS.

Free transportation to South Africa will be granted to bona fide representatives of Canadian manufacturers who go to that colony for the sole purpose of introducing Canadian goods. Elder, Dempster & Co. are making this liberal offer in an effort to stimulate trade between Canada and South Africa. The enterprise of the steamship company should be seconded by the manufacturers whose goods find a natural market in that part of the world. The next sailing of an Elder, Dempster & Co. boat will be that of the *Canada Cape*, on or about July 20. The company will further grant a free passage back, provided one of their boats is coming back, but they do not guarantee the time of the return sailings. This action of Elder, Dempster & Co. is highly commendable, and shows an intelligent desire to develop imperial trade.

Pickford & Black are also ready to make a concession to commercial travellers, in an effort to stimulate Canadian trade with the West Indies. Canadian firms sending out representatives will be granted a 25 per cent. reduction on tickets bought by this line. The company, in writing to this effect, point out the probability of a reciprocal preferential treaty being arranged and the consequent opportunities which would be opened up to Canadian manufacturers to exploit the West Indian market.

The British-American Oil Company will greatly increase their plant this year. They are at present negotiating for a site on Ashbridge's Marsh, Toronto, for the location of this refinery. It is understood that as soon as this matter is settled they will proceed with building operations.

BOOK REVIEWS

The Manufacture of Paper.

Paper ranks high in importance among the articles which have come into general use. By it has been made possible the preservation of all the sciences, the literature, and the arts of the past. A description of the process of paper-making, then, appeals to one as having to do with something with which in the finished state everyone is familiar. "The Manufacture of Paper," by R. W. Sindall, F.C.S. (The Copp, Clark Company, Limited, Toronto, price \$1.80), lets the reader into the secrets of the trade, outlining the early efforts to devise a substance upon which to write, and giving in detail the most modern methods of manufacture from rags, straw, and wood-pulp.

Building Materials.

"The scientist," says Alan E. Munby, "often complains of the lack of interest displayed by the practical man in his laborious researches, while the latter pronounces the former an idealist who gives him none of the tangible things which concern his daily requirements. The fields of these two workers are so essentially different that it is impossible to expect complete sympathy between them, and thus it is that the mediator technology has come into existence to carry the work of pure science into practical channels on the one hand and on the other to bring home to the practical man the value, not only educative, but also financial, of a knowledge of the properties of those things which concern his work—knowledge whereby alone he can expect to be able to grasp the trend of new developments, and thus find himself ready to meet competition."

Mr. Munby then proceeds to discuss science as it applies to building materials in a manner which is as interesting as it is instructive. All the chemical and physical laws which have an influence on building materials, either in their construction or preservation, are explained in terms which the ordinary layman can understand. Stones, clays, limes, cements, plasters, metals, are all treated of in detail. To the worker in building materials the book can be recommended as one of great value and interest. "The Chemistry and Physics of Building Materials," by Alan E. Munby. The Copp, Clark Company, Toronto, publishers. Price, \$1.80.

Canadian Annual Review.

A compendium of useful information is the "Canadian Annual Review," and the latest number, that covering the year 1908, just at hand, is no exception. One has here, digested, the political controversies of the year, federal and provincial, and may smile as he has recalled the burning questions of a few months back. The chapters dealing with transportation, finance, manufactures, mining, and the like, are full of interest, and altogether the review is a creditable contemporary history of Canadian life. The Annual Review Publishing Co., Toronto, publishers.

Tags and Labels.

A couple of very effective catalogues have come to hand from Southam, Limited, Montreal. Catalogue No. 100, which concerns gummed labels, is bound in a handsome mottled grey cover, with embossed gilt lettering. Coated paper is used throughout, and the labels are reproduced in facsimile. Catalogue No. 101 is got out on similar lines, but deals with tags and tickets. These catalogues may be had on application by those interested.

REVIEW OF BUSINESS CONDITIONS IN MONTREAL

By Mr. George W. Sadler,

Chairman Montreal Branch, Canadian Manufacturers' Association

Mr. Sadler Discusses the Chief Features of the Industrial Situation, with Special Reference to Quebec Legislation on Workmen's Compensation and Technical Education

IN closing my term of office as Chairman of the Montreal Branch, it is my privilege to say a few words in regard to the work accomplished during the year, and to discuss a number of matters of interest to manufacturers at the present time.

The report of the Executive Committee has demonstrated that a large number of questions have received consideration. These questions were ones that particularly concerned our manufacturing industries. Frequently the Association is asked to express opinions upon a variety of subjects in which it is not directly interested, and I am glad that our policy has been, and still continues, to leave alone subjects of that character.

Another point that I would make on this occasion is the publicity of Committee deliberations. Many subjects which come before us are of such a character that they require careful deliberation before a decision is reached. And it is not always desirable to publish broadcast these matters. Realizing, however, the advisability of keeping the general membership posted upon these questions, the Association issues to each member a monthly account of the Executive Council meeting, and the reports of the various standing committees. I trust that these do not escape your notice.

The legislation on liability for accidents to workmen has always been a subject for complaint in the Province of Quebec, but I believe that a forward step has been taken by the Government in framing the new Act which comes into force next January.

As an Association, we have contended for something more definite and satisfactory than the jurisprudence prevailing in our courts, and the often too sentimental award of large damages at trials. We do not desire anything but laws fair and equitable for everybody, and the recommendations of the Montreal Executive Committee on this question were primarily intended to facilitate the adjustment of claims with little cost, and without any needless delay.

An Unsatisfactory Condition.

The method whereby the workman obtained compensation in the past was unsatisfactory to both himself and his employer. In the first place, the charge upon industries was generally too high, but no matter what the award of the jury might be, a very small proportion of it reached the workman or his dependents. Court costs and lawyers' fees diminished it to such an extent that the workman received far less than his rightful indemnity. The new law, let us

hope, will largely succeed in removing these disadvantages of the old system. There may have been a certain amount of reluctance on the part of the employers to accept the principle of professional risk, which is the basis of the new law, but I think it will be more and more recognized that it is in our interest to have a fixed compensation for accidents, and be relieved of the trouble and expense of court actions. There are no doubt many clauses which will require amendment in the future, as conditions seem to call for them, and we must regard the new law as experimental in some degree at least. Our aim must be to have its working as nearly automatic as possible, in order to avoid costly litigation. Two other points I would emphasize in this connection: 1st, the necessity of determining clearly

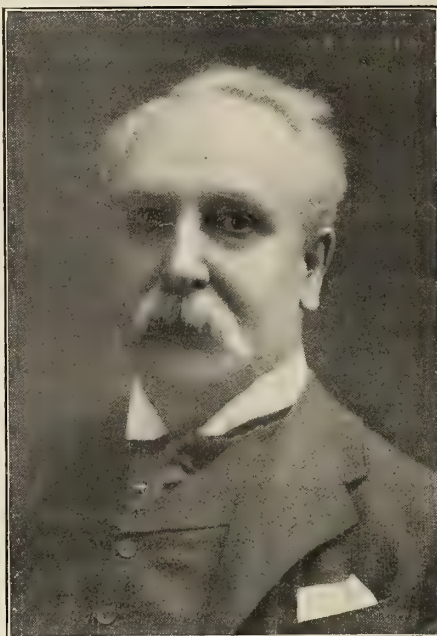
that the employer is only responsible for accidents happening while the workman is on duty. We should not be called upon to pay for injuries a workman may sustain during the lunch hour, or while coming from or going to work; 2nd, the importance of requiring notice of injury within a reasonable period—say thirty days. That is only a natural requirement, because there should be a medical examination as soon as possible after the accident.

Informer's Profits Curtailed.

You may have noticed a Bill passed by the Quebec Legislature this session, reducing by one-half the remuneration paid to informers against commercial corporations. This is certainly a matter of congratulation, because we have sometimes beheld the spectacle of persons of questionable reputation reaping large rewards by spying and reporting companies that had failed to comply with one or other of the complicated laws relating to registration. Why should not the Government prosecute on

its own account, instead of offering to divide the fine with informers? I only hope that the new Bill foreshadows the complete abolition of rewards to informers.

I regret that at the last session of the Legislature we did not see any amendment to the law respecting garnishment of wages. We have urged the necessity of altering the requirements of that law, and it should be again brought to the attention of the Government in as strong a manner as possible. What is the value of a law that is costly to invoke, and only causes trouble and heavy expense to our workmen and a constant irritation to employers? This Association in 1907 undertook a study of the subject, engaged a lawyer, and asked for changes in the law in the general interest. We pointed out that we had met with



Mr. George W. Sadler,
Retiring Chairman, Montreal Branch, C.M.A.

cases of great burden and hardships, where wage-earners, sued for trifling and insignificant amounts, had been involved in heavy costs, altogether out of proportion to the amount originally involved. We showed that serious loss of time and disturbance to business are constantly caused to employers and others, the result of which frequently bears very heavily upon unfortunate debtors and wage-earners. I hope that this matter will receive the careful consideration of the incoming Executive Committee.

Technical School Will be Built.

Considerable interest has been roused in the large new technical school which will be erected in Montreal by the Provincial Government. The plans and announced intentions in regard to this school promise an undertaking that will be a credit to the whole of Canada. Our attitude on the need of technical education is too well known to require any further remarks on this subject at the present moment. The Montreal Technical Institute, which is largely the product of this Association, commenced active operations last September, with a large roll of students, and every indication of a bright future. This school, as you know, has been started by the manufacturers of Montreal, and should receive the cordial support of all our members.

It is a question if two technical schools are necessary in this city, and now that such elaborate plans are under way for the Government institution, whether an amalgamation of forces might not be made, to the advantage of both. The manufacturers should not have to support their own school, and pay taxes to a Government one besides. In this connection I would point out that the Association has not a representative upon the Board of the new Government school. It is undoubtedly an oversight that this organization has not been called upon to appoint a member of the Board, when the manufacturers are more interested in technical education than any other section of the community.

It is encouraging to note the marked improvement in business conditions this year, and I fully believe that the outlook for industrial prosperity is very hopeful. As manufacturers in the city and district of Montreal, it should be our aim to assist in every way possible the development of its resources. Other cities have taken a forward step in creating industrial bureaus to promote the establishment of factories and business houses within their borders. The Montreal Branch has for many years advocated similar action here, and I think it would be worthy of serious consideration whether we should make another and stronger plea to the civic authorities to establish such a bureau in Montreal, or ourselves to undertake the work of making the advantages of this district as a manufacturing and business centre more generally known abroad.



View of Montreal from the Mountain.

How the Association Assists.

The general work of the Association is too well known to require further comment, but I am anxious that our three special Departments should be brought again to your attention, and I may be pardoned for saying a word about their work. In the Transportation Department we have an able officer, Mr. J. E. Walsh, whose services are at your disposal for all matters connected with freight and railway rates. Mr. Walsh has rendered valuable services to our members, and continues ready to do so at your request.

The work of our Customs Department has been in the good hands of Mr. R. W. Breadner, and this Department, our latest organized, has more than justified its existence by the splendid results obtained.

The Insurance Department continues, under the direction of Mr. E. P. Heaton, to give advice on all that pertains to fire insurance, rates, inspection, sprinkler equipment, loss adjustments, etc. These officers visit Montreal every month to confer with members of the Branch.

The two mutual fire insurance companies organized by the members of this Association are steadily progressing, and I trust that you will give them even heartier support in the future. These companies were organized in the face of obstacles and determined opposition from certain quarters. Are you giving them the support which they should receive from every member of the Association?

In conclusion, I desire to express my thanks to the members of the Executive Committee for their generous support during the year, and to express the hope that the coming year will be one of even greater progress for the Canadian Manufacturers Association.

I also wish to thank Mr. Dakers Cameron, our Secretary, for the assistance he has rendered me as your Chairman. His care and attention to all details have made my work both easy and pleasant.

A SURVEY OF CANADA'S FORESTS.

The Forestry Branch of the Department of the Interior has recently issued the first sheets of a new "forest atlas," which will include plans of the Dominion Forest Preserves, of which the surveys are now being carried on. The "legend" is now being sent out. This designates the marks used to denote natural features, the different species of trees and the amounts of timber that can be obtained per acre from timbered areas, entries of various kinds (such as homesteads, mineral lands, etc.), burns or brulés, cuttings and sales, roads, trails, railways, canals, flumes, telegraph and telephone lines, buildings, etc. One of the smaller forest reserves—that known as "The Pines," situated near Prince Albert, Sask.,—has already been mapped, and the map of the Riding Mountain Forest Reserve, in northwestern Manitoba, is now in preparation. As surveys of the forest reserves and other forested districts are completed, maps of these will be prepared and added to the atlas. It is hoped that the general scheme of indicating information, such as the different colors for stands of timber of various densities, and the other special signs adopted by the Forest Service of the Dominion may be put into general use throughout Canada, so that forest maps may be uniform in plan and may be easily compared.

Berlin Machine Works, Limited, of Hamilton, have opened a branch office in Montreal, Que., at 207 St. James Street. This office is in charge of Mr. E. Casey, formerly of Williams and Wilson. He has charge of the company's sales in Eastern Canada.

AN INDUSTRIAL OUTPOST IN NEW ZEALAND

The Warehouse and Showrooms of the Imperial Export Company, of Canada, Who are Pushing Canadian Trade in that Country.

MANY of our readers will be personally interested in the photographs reproduced herewith, showing an outpost of Canadian industry in far-off New Zealand. The illustrations show the warerooms and offices of

de Schryver, who is New Zealand Manager for the company. Mr. de Schryver is personally known to many readers of INDUSTRIAL CANADA. His photo, though quite indistinct, is shown at the rear of the office.

New Zealand is one of the members of the Imperial family that grants us a substantial preference. We are thus placed in a favorable position for securing a large part of the trade which that colony does. New Zealand imports manufactured goods extensively. So far Canada has supplied a very small percentage of these. The appreciation of the need for wider markets is growing, however, and it is likely that an increased effort will be made to extend our sales in Australasia.

GROWTH OF CANADIAN TRADE WITH SOUTH AFRICA.

During 1907-8, for which trade returns are now available, the exports of Canadian produce to British Africa amounted to over \$2,000,000, including breadstuffs, chiefly flour, \$1,260,000; metals, etc. (more than half consisting of agricultural implements), \$180,000; paper, \$105,000; wood and manufactures of wood, \$205,000; automobiles, \$37,500; coal, \$28,000, and cheese and other provisions, \$44,500. The total for 1906 was \$1,755,000, and for 1905 \$1,880,000. The imports into Canada from British Africa in the last fiscal year amounted to \$325,000. Three-fourths of the total consisted of wool, and the other fourth of hides and skins. The total for 1906 was \$300,000. In that year Canada imported \$275,000 worth of African sugar, an item which does not now occur.



Office and Warehouse, the Imperial Export Company, New Zealand

the Imperial Export Co., who act as selling agents in New Zealand for over sixty Canadian manufacturers.

The main showroom is of considerable size, 75 feet by 25, giving a floor space of 1,875 feet, by far the largest showroom of any commission house doing business in New Zealand.

The appointments are perfect, and the samples are shown to best advantage. Ten large windows in the front give a splendid light even in the remotest corners, which is evident from the fact that the photos were taken without the aid of artificial light.

Naturally, many samples, particularly of a bulky nature, do not show in the photographs, being more or less hidden under the counter, which runs for the whole length along the front of the room.

There are besides this two display tables, 12 x 6 feet each, containing twelve large drawers for such samples as cannot be exposed to the light for any length of time.

A cartway underneath allows of the handy disposal of arriving shipments, which are brought up by hydraulic lift to the showroom.

The office of the Canadian-Australian cargo service is situated on the ground floor on the right hand side of the entrance. The picture of this office does not do justice to the same; it only shows a small corner.

All the arrangements are made by Mr. Th.

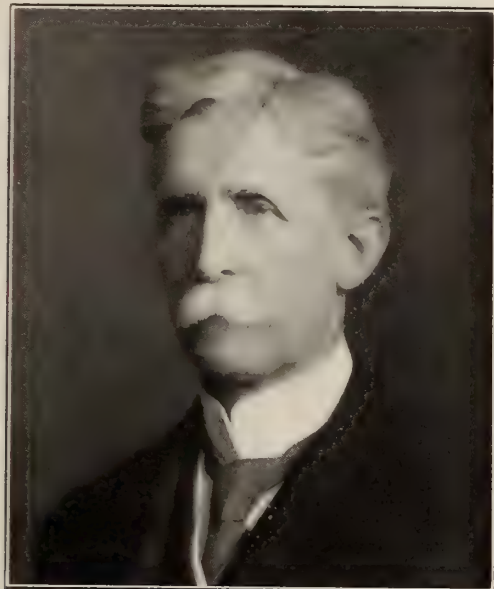


Warehouse of the Imperial Export Company, New Zealand.

MEN AND EVENTS

MONTREAL'S NEW CHAIRMAN.

MR. WILLIAM CAULDWELL, the new Chairman of the Montreal Branch of the Canadian Manufacturers Association, is a native of Toronto, and was for many years connected with Brown Brothers, Limited, of that city. He took up his residence in Montreal about seven years ago, when he became connected with the Canada Paper Company, Limited, a position he has since held. Mr. Cauldwell is well known throughout Canada, and in the course of his



Mr. Wm. Cauldwell,

Who succeeds Ald. G. W. Sadler as the Chairman of the Montreal Branch Canadian Manufacturers Association.

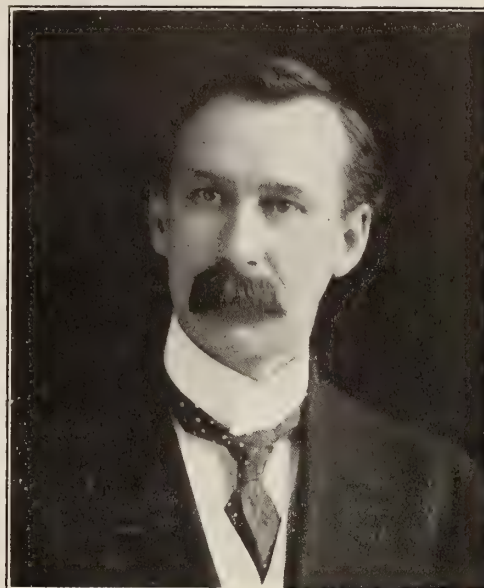
business career has made frequent trips to the Pacific Coast. As a member of the Montreal Executive Committee for the past three years, and the Executive Council, Mr. Cauldwell has given freely of his services to the Association.

CHAIRMAN OF TORONTO BRANCH.

IN selecting Mr. J. S. McKinnon as their Chairman for 1909-1910, the members of the Toronto Branch are fittingly rewarding a gentleman who has for some years given freely of his time and energy to the work of the Association. Mr. McKinnon's ripe experience in Association affairs, the thorough manner in which he investigates questions that come before him, and his well-known executive ability, combine to make him an ideal Chairman. The Toronto Branch is indeed fortunate in possessing such a capable and popular officer, and may confidently look forward, under Mr. McKinnon's guidance, to a continuation of the progressive policy which has characterized its administration during the past few years.

In business circles, Mr. McKinnon is well known as a director of S. F. McKinnon & Company, Limited, cloak manufacturers and wholesale milliners. Like many other successful business men, the new Chairman enjoyed the great advantage of spending his early days in the County of Huron, being born at the little town of Blyth. Mr. McKinnon, who is still a young man, takes a deep and intelligent interest in public questions, and is fully seized with the idea of doing his duty by his fellow-citizens should they ever call

on him to serve them in any public capacity. Those who know him best predict for him a useful and successful career, not only in business, but in the wider sphere which they are



Mr. J. S. McKinnon,

Who will preside over the Toronto Branch Canadian Manufacturers Association for the year 1909-10.

confident he will some day enter. Mr. McKinnon is well known in the National and Royal Canadian Yacht Clubs, of which he is a member.

A FIGHT FOR UNIFORMITY.

MR. A. W. WHITE has returned from the three Middle West provinces, where he had been representing the Engine and Thresher Section of the Association in an effort to secure a greater uniformity in boiler specifications. Particularly in Alberta rules had been adopted which would



Mr. Arthur W. White.

of the Geo. White & Sons Co., London, who is carrying on effective work towards the adoption of uniform boiler specifications in all the provinces.

have made it practically impossible for thresher manufacturers to do business in that province. Mr. White, Mr. Harcom, and a representative manufacturer from the United

States went into the regulations exhaustively with the provincial inspectors, and, as a consequence, succeeded in getting substantial modifications. The Governments of Saskatchewan and Manitoba were also interviewed, and the ad-

the country. It has been decided that the Federal Government has not the power to enforce a general act, consequently redress from the present medley of requirements can only come from a uniformity in provincial acts. Considering



Messrs. McCurdy and Baldwin, the Canadian Aeronauts, experimenting at Baddeck, N.S.

visability of adopting uniform specifications for boilers was strongly impressed upon the Ministers in charge.

The work which Mr. White has undertaken is of great importance, not only to the makers of boilers, but no less to users of them. Construction will be cheapest when a single type will satisfy the requirements of every district of

the advantages which would come from such uniformity it should not be an impossibility for the experts of the provinces to get together and draft a measure which, while giving adequate protection to the public, would still enable manufacturers to sell their products in every province. The population of Canada is not so great that boiler manufac-

turers can limit their sales to individual provinces. They must go wherever a sale is to be made. These conditions make it necessary that a boiler which meets the requirements of one province can be sold freely in any other.

CANADIAN AERONAUTS.

WE reproduce herewith illustrations of Canada's experimenters in aerial navigation. Canada is nowise behind in this branch of scientific investigation. Under the general direction of Mr. Graham Bell, himself a Canadian by birth, Messrs. McCurdy and Baldwin have carried on successful work at the experimental station in Baddeck, N.S. The contest for the supremacy of the air bids fair to be of intense interest. It would be a subject of great pride if this country were able to supply the solution to the problem of the flight of heavier than air machines. It is with this class of machine, the aeroplane, that the two Canadians are working. Already flights have been made of sufficient length to justify the hope that complete success will be secured in the not distant future.

IN OPPOSITION TO STRIKES.

MR. GEO. H. DUGGAN, General Manager of the Dominion Coal Co., is leading the forces in opposition to the striking miners in Nova Scotia. The Coal Company have a good man for such an emergency as has arisen. He is a man of ingenuity, quick to see an opening and skilful in turning it to his own advantage. He has, too, enough of the sportsman's blood in him to make him relish a fight. Whatever may be the outcome of the present differences, the strikers who initiated the policy of riot and intimidation will find that such tactics will have small effect on a man of Mr. Duggan's stamp. For generalship no man in Canada excels him. The Dominion Coal Co. have had rather more than their share of fighting of recent years. Whatever were the merits of their contest with the Steel Company, no one could ever accuse them of a lack of pugnacity. That quality is much needed in the present crisis.

MR. H. G. NICHOLLS ORGANIZES NEW COMPANY.

Mr. H. G. Nicholls, who has for several years been Assistant General Manager of the Canadian General Electric Company and the Canada Foundry Company, has resigned that position in order to go into business for himself. He has organized a company called "Factory Products Limited," with offices in the Confederation Life Building, Toronto, for the purpose of acting as Canadian Selling Agents for representative manufacturers.

DEATH OF MR. WM. C. McINTYRE.

Mr. Wm. C. McIntyre, one of Montreal's prominent young business men, was killed in an automobile accident at Dixie on the night of June 29th. He was president of the wholesale dry goods firm of McIntyre, Son & Co., president of the Mount Royal Spinning Co., Limited, the Canadian Transfer Co., and the Windsor Hotel Co., Vice-President of the Dominion Bridge Co., and a director of the Molsons Bank. Mr. McIntyre was 48 years of age.

DEATH OF MR. YUILE.

Mr. David Yuile, of Montreal, died on June 21st at the Johns Hopkins Hospital, Baltimore, following an operation. Mr. Yuile was well known in Montreal business circles, being president of the Dominion Textile Co. and the Diamond Flint Glass Co., and a director of Penmans, Limited. He was 63 years of age.

BOOKS AND CATALOGS

Supply Catalogue.

The Canadian General Electric Company, Toronto, have issued a supply catalogue, Section 9, in which is illustrated and described the ignition appliances and auto accessories made by that company.

St. John's Commerce.

The secretary of the St. John, N.B., Board of Trade has issued a booklet containing a digest of the business done through that port. A striking cover indicates the different cities of the world which receive shipments from St. John. During the six months, from November, 1908, to May, 1909, exports from St. John ran up to \$24,564,840. This is a record of which the city may well be proud.

Bed Catalogue.

Quality Beds, Limited, Welland, Ont., have issued a booklet under the title of "Bedtime" which is devoted to an exposition of the merits of the beds made by this company. The booklet is well gotten up, and is profusely illustrated with cuts of all kinds of Quality beds. It contains guarantees and free trial offers.

A Business Record.

A booklet of more than ordinary interest has been issued by W. J. Gage & Co., Toronto, entitled "A Story of Sixty-five Successful Years." Sixty-five years is a long time in the business life of Canada. It is getting back to the time when population was sparse and business small. The company which can boast of a life extending over those years has had most of the life of Canada pass before its view. It is satisfactory to know that W. J. Gage & Co. have progressed with the years. The views of their warehouse and factory, given in the booklet, show a finely equipped and thoroughly modern establishment.

Will Produce Gas from Peat.

Mr. John Jacob Astor has invented a machine for producing peat gas, which will make available deposits of peat and other low grade stuffs which it has been found hitherto impossible to use as fuel. The machine, described as a vibratory disintegrator, will not only turn peat into fuel, but can be made to supply gas for farmers to use in driving farm machinery by gas engines. The residue can be utilized for fertilizing. There are immense deposits of peat in all the provinces of the Dominion, and though many hopeful and expensive attempts have been made to convert it into fuel, all have failed to fulfil expectations. It is greatly to be wished for Canada's sake that the Astor invention may prove a greater success than those in which the country has heretofore placed hopes, as our supply of good peat is probably unlimited. The initial difficulty, we suppose would be the getting it into use, as existing furnaces and stoves may not be fitted for its consumption. It would be a greater service to adapt the peat to the stoves than the stoves to the peat, as we do not want a light, spongy, smoky, dusty fuel, either in our houses or under our boilers, but something as near anthracite as it can be made.

The Kinistino Milling and Elevator Co. will erect a mill at Kinistino, B.C.

CORRESPONDENCE

FREE TRADE WITHIN A PROTECTED BRITISH EMPIRE.

An Imperial "National Policy" as Viewed from the Standpoint of the Canadian Manufacturer.

The Editor INDUSTRIAL CANADA:

To even the most casual observer, it must be evident that we are living to-day in an age when history is making very rapidly—so rapidly in fact that it might almost be likened to the constant passing of a "moving picture." While this fact applies to the world at large, the greatest activity is to be found within the confines of the British Empire—all tending in the one direction. Look where you will—to Africa, Australia and New Zealand in the East, or to Canada and the Indies in the West—and you see the same concentrating forces at work, first uniting the interests in the smaller sections, and this followed up by the greater unity of the Empire as a whole.

In the London *Times* of May 24th will be found a speech of the Hon. A. J. Balfour, glowing throughout with a belief in the fast approaching fiscal reform in Great Britain, with its attendant universal preference within the Empire. Concurrent with this event in London, the press of Canada has been discussing with great earnestness a debate in the Montreal Board of Trade upon the question of Imperial Free Trade, coupling with this idea a tariff against the outside world.

"There is now an universal impression," said Mr. Balfour, "among all classes, and in all parts of the country, that Tariff Reform has got to come, and is coming. . . . It is of vital importance for the Empire to organize itself."

The discussion in the Montreal Board of Trade was over the choice of a resolution on Imperial Commerce, to be presented next September in Australia at the Congress of the Chambers of Commerce of the Empire. The resolution favoring Imperial Free Trade, which passed at the first meeting, was subsequently rescinded.

Imperial Free Trade Supported.

No sooner, however, had this advanced propaganda been proclaimed than the press of the whole Dominion showed a strong inclination to espouse the cause. Many of our leading journalists, who have in the past refrained from openly expressing their views, have now come out boldly in favor of Free Trade within the Empire, provided a general tariff be enforced against the foreign producer.

In Winnipeg the Grain Exchange has, within the last few days, passed, with but a few dissenting voices, a resolution in favor of Free Imperial Trade, couched in terms almost identical with those used in the Meighen-McFee resolution in the Montreal Board. In this step the West has nailed its colors to the mast in no uncertain manner, and has done so with a promptness which few in the East would have expected. In speaking to his motion, the mover took as his text this statement: "The only way to promote trade within the Empire is to remove the barriers where they exist, and to erect them against the foreigner." This feeling is gaining ground not merely in Canada but throughout the Empire. It is one which naturally appeals to an Imperialist. It is in keeping with the combined trade and defence idea so frequently referred to at the recent Press Conference in London.

In discussing this question, however, it is my purpose to treat the subject from a Canadian rather than an Imperial standpoint, and to discover, if possible, what would be the

effect of Imperial Free Trade upon the manufacturers of this country.

Before proceeding, I wish to make myself clear upon two points. In the first place, I believe that the inherent distrust of one another, on the part of the larger nations of the world, makes universal Free Trade, such as Cobden had hoped to see realized, an impossibility. In the second place, inasmuch as the principal manufacturing countries of Europe and America have set up high commercial barriers against the rest of the world, there is no choice for Great Britain and the larger colonies of the British Empire but to follow suit, and protect themselves either jointly or separately. In other words, I am a thorough-going Protectionist, as that term is understood in Canada to-day.

This personal explanation is given at the outset so that I may not be misjudged, for it is necessary in treating this subject to make use of two words, which taken separately are quite innocent in themselves, but which when coupled together loom up before the average Canadian manufacturer much as does the scarlet mantle before the Spanish bull—I refer to "Free Trade."

Imperialists universally claim that the interests of the Mother Country and of the self-governing colonies must of necessity be bound up together, with Canada as the future dominating factor. They argue that whatever is best for Canada must be best for the Empire, and vice versa. In order, however, that all may be satisfied in any large Imperial movement, it is essential that the question be regarded separately, from the viewpoint of the different interests at stake. To do so in the interests of the Canadian manufacturer, we must consider, first ourselves as manufacturers, second our employees, and third our market. Then we must compare each of these with the corresponding factors both in foreign countries and in Greater Britain. We must also be prepared to look well into the future. In doing so, too, we must not forget that, while Canada has not in our time known the terrible curse of war, we are now so closely allied with Great Britain that we should likely be the first to feel the brunt of an attack from any naval power with whom the Mother Country might unfortunately cross swords. In other words, in considering trade, we must keep the question of defence constantly before us. I shall take up these subjects seriatim.

I. The Canadian Manufacturer.

Without wishing to foster in our Association any undue feeling of conceit, I believe that I am warranted in saying of the Canadian manufacturer that he is the equal of his confrere in any part of the world. Given the same skilled labor, an equal cost of living, home-produced raw materials, and the same breadth of market that is enjoyed by the manufacturers of Great Britain, Germany, France and the United States, and he would more than hold his own in the Commercial Marathon. For steady perseverance, for level-headed shrewdness, for ambition and enterprise, there are few countries whose manufacturers could not take a leaf out of our books.

In 1890 we had a half-hearted protection against the foreigner, and an insignificant home market that prided itself in buying goods made abroad. In less than two decades we have won over our own people to prefer Canadian goods, and have made an excellent start to capture our share of what is offering in the foreign field. For an all round common-sense maker of honest things, who knows how to treat his employees fairly and to sell his wares on square business principles, the Canadian manufacturer has no one to fear.

II. Our Employees.

The Canadian mechanic is of a very cosmopolitan type. In this fact perhaps lies his greatest strength. Going into a factory in almost any of our Provinces, you will find working in perfect accord Canadians of both languages, along with English, Irish, Scotch, German, French and United States mechanics, together with a sprinkling of Russians, Poles and Italians. It is seldom that race or religious disputes arise. More frequently comparisons of methods of manufacture and modes of living in the home nations are found to be the topic of conversation. This naturally tends to a breadth of character and a sensible viewing of the questions of Labor and Capital not to be met with in other countries. Were it not, indeed, for the unwarranted interference of the Labor agitators from the United States, Canada would rarely hear of strikes and lockouts. There is, furthermore, on the part of our skilled mechanic, a strong thirst for higher education, as is evidenced by the splendid class attendance wherever he is offered the opportunities of technical instruction. The curse of drink has no strong hold on our men, while they value steady employment far better than do the artisans of the United States, the only other country where equally high wages are paid.

To sum up, we can say that once we rid ourselves of the International Labor Union trouble-maker, we shall have a working-class which for steadiness and intelligence is not surpassed anywhere.

III. Our Market.

This is our weakest point. We are supposed to have seven millions of people to cater to. Perhaps we have when times are "good," and the foreign manufacturers are busy at home, but when times change, as they did in 1908, and the foreigner has to look abroad to get rid of his surplus stock, then our moderate tariff is like a garden fence to a jail wall, when compared to the tariffs of the United States, Germany and France. Not only is the buying capacity of our own people materially lessened in slack times, but we are compelled to share their diminished purchases with the foreign manufacturer. To make matters still more intolerable, these countries prohibit us by their tariffs from offering our wares in their markets. Even supposing, however, that our Government were to bless us with a tariff in imitation of those of America or Germany, and thus give us the entire control of our own market, what would it amount to? The growth of capital invested in Canadian manufactures during the last twenty-five years has been many times greater than the growth of our population, nor does there appear to be any cessation in this respect. Where then are we in future to find a demand for our goods? We all know how keen competition is in Canada to-day, and how difficult it is to obtain either a sufficiency of orders or a fair margin of profit.

I know that the answer to this will be that we must wait until our Northwest fills up with its teeming millions, and that we shall then have all the trade we need. No doubt this is the dream of the average young Canadian, who has twenty-five to fifty years of business life ahead of him, and so it should be. But does he ever stop to think of what will happen as years pass by? Are the interests of the East and the West likely to become closer or wider apart as the prairie fills up, and the young Westerner feels the strength of his manhood?

We must not forget the basis of our constitutional representation at Ottawa. Quebec is the pivotal Province, with its sixty-five members, and never will have more. As each Province grows in proportion to Quebec, so will the number of its members of Parliament increase. With them, the teem-

ing millions in the West, there will come to Ottawa a Western voting and governing majority. Will that majority take pleasure in giving to us manufacturers in the East that protection which we so greatly need against the unfair competition of foreign manufacturers? The answer to this must depend entirely upon the ability of the East to commercially serve the interests of the West, to be purchasers of their produce just as we want them to be purchasers of our manufactures. But you will say that they will in time grow 800,000,000 bushels of wheat, and that we could not in reason be expected to buy it all. We could not use 100,000,000 bushels if we tried. Very true. And that is where the real danger lies in the future of our Western Canadian market.

Who Will Buy Our Western Wheat?

The United States have ceased to export wheat. That is well known. The mills of the United States can grind in 150 days every bushel grown in the Western States in a year, and in a few years the home demand for their flour will prevent them from exporting a barrel of their output. What then will they do for their export trade? Is it to be supposed that they are going to quietly hand over their foreign customers to the Canadian millers? They certainly will not if they can obtain Canadian wheat to grind. What are we to understand from the resolutions passed recently in Minneapolis, Detroit, Baltimore, New York and Philadelphia, in favor of free wheat from Canada into the United States? The resolutions simply mean that the United States millers are beginning to feel short in that particular product and that, by taking off the duty, their buyers could swarm into our Northwest, and, with the higher price that they at close range could pay, as compared with the English miller, thousands of miles away, they would without trouble control the wheat market of our West. Do we find them even now unprepared with transportation facilities? Not they. Jim Hill's lines running parallel to the boundary have already sent up several feelers into Canada, and he is, we are told, planning a number of others. Someone will say, "So much the better, if they will pay cash for our wheat." But does Mr. Someone suppose that Mr. Hill's freight cars will run south full of grain and north empty of goods? Does he suppose that the Western farmer of the future, with his voting majority at Ottawa, and with his natural American inclinations, will not prefer to deal with the American close at hand who buys his produce, rather than with the Canadian away down east of the Lakes, who is too far away to buy anything from him?

And how about the freight rates on our goods going West if our railways have to bring their cars East empty of grain? Could they be expected to compete with the American lines? Have we been building these splendid transcontinental railways, and pledging for them almost the limit of our credit, simply as highways between Great Britain and China, or are they Canadian railways, to be used in the haulage of Canadian goods and produce?

What about the constantly growing numbers of Canadian merchant vessels plying from Port Arthur to the Georgian Bay, and down through our great system of canals? Take away the grain-carrying from them, and they will leave Canada as fast as their engines will propel them.

These canals, too, upon which we have spent nearly \$70,000,000, and which we are preparing to improve and supplement with an expenditure of two or three times that sum. Are they not the natural highway for the grain of the British West on its way to the British consumer over the seas?

Then, again, must we not consider the National Port of Montreal, upon which the Dominion as a whole has spent

several millions, with her three sister ports in Quebec, St. John and Halifax, all being equipped at enormous cost with the latest appliances the world has to offer? These, with the Government-improved St. Lawrence route, have tempted to our shores an ever-increasing fleet of splendid sea vessels, vieing each year with one another in size and equipment. Can these canals, these ports, these routes, and these great vessels, continue to grow in importance, or even to hold their own, if the buying and selling market of our great Northwest is to be robbed from them? No! they are here for the one purpose of serving the West. This has all along been the avowed future of our commerce. This was indeed the great dream of the Father of our National Policy, Sir John A. Macdonald.

Some of the older members of our Association will no doubt remember hearing Sir John say to the manufacturers assembled in the so-called Red Chamber in the Queen's Hotel, Toronto, in 1886, that, while he believed that the National Policy was the only hope that Canada had at that time, he could not but foresee that the time would come when a radical change would have to be made. That time has come to-day, and unless we realize in advance the dangers of the future, we shall not have an opportunity of applying a remedy before it will be too late.

What is the Remedy?

The question will naturally be asked, "What is the remedy?" There is but one-remedy, unless we wish to throw in our lot with the United States, and that is to obtain the co-operation of Great Britain, and of the rest of the British Empire, to keep within our British selves this great heritage of our British Northwest prairie lands. The patronage of that enormous district will go to the country, British or foreign, that bids the highest price for its grain. Shall we in Eastern Canada be in a position to put up the necessary offer when that time comes? Without the help of Great Britain, we cannot hope to cope with the buyers of the Western States. On the other hand, I believe that we in Canada will shortly be in a position to make a deal with Britain and with our sister colonies, which will induce them to pay more for Canadian wheat and other Canadian produce than for similar food-stuff from the United States, Russia and the Argentina.

Simple expressions of loyalty to the Crown and good-fellowship to our brother Britishers, accompanied with a request that they keep at a respectable commercial distance, will never accomplish anything. We must come out boldly, and tell them that if they are prepared to cut out the foreigner along with us, we are ready to open our doors, and trade with them on free, fair and equal terms. We must say to them, "Put up your tariff against all non-British countries, not alone on the goods that you manufacture, but on the produce that we and the other British colonies can sell to you, and we will raise still higher our tariff against Germany and the United States. We will buy from you free of duty the millions that we are importing to-day from those countries." In short, we, in Canada, if we wish to obtain British co-operation and assistance, have practically no choice but to adopt as our new Canadian National Policy, "FREE TRADE WITHIN A PROTECTED BRITISH EMPIRE."

And now, fellow-members of the C. M. I., does not the term "Free Trade" lose its old-time sting when qualified in this way? Is it not an enlarged "Free Trade as we have it—in Canada?"

The Extension of Free-Trade Area.

When, after Confederation, Free Trade between four Provinces was found too limited, our Fathers invited Prince Edward Island in the east and British Columbia in the

west to join us. Still the country was too small, and they tried in vain to coax Newfoundland to come in. Then they started to build up the three great Western Provinces which are the pride of our country to-day. All this was done with the one purpose of extending our Free Trading area.

What are we doing right in our own Association to-day to bring about closer trade relations with the West Indies? Are we not urging the Government to take immediate steps in that direction? Is that not another step towards extended Free Trade?

How about Australia? What a disappointment her refusal to reciprocate in preference with us has been, and how pleased we were to welcome New Zealand into that understanding. Already the new South African Confederation has been assured of our readiness to meet her commercially on preferential lines. Indeed, so far as our brothers and sisters in the Empire are concerned, we are very anxious to play, but when the old Mater says, "Come along, my child," we immediately begin to whimper, and say, "I'se 'fraid o' you." A fine display of filial affection this.

But why this fear, this one fear that we in Canada seem to have of the British manufacturer? Is it well founded? Would the injury to our Canadian industries by competition with the Englishman be as serious as some would have us believe? Would we really suffer to any serious extent if our tariff on British goods were reduced from 10 per cent. to 22½ per cent. lower than at present? Possibly so in a few industries, but only in a few, and even in these the injury might be averted altogether by making the reduction of duties so gradual as to run over a number of years. During that period our manufacturers could prepare themselves for the new conditions, and the English manufacturers, as a result of the introduction of their tariff, would be compelled to pay their work-people a living wage, or see them emigrate to the colonies, where they would receive more humane treatment.

We have in Canada seen in at least a few instances in the woolen trade, which is probably the strongest of Great Britain's industries, first a fall before English competition, and then a revival which has defied opposition from any source. This has been accomplished by the installation of new machinery, the bringing out of new patterns, and the adoption of some of Canada's plucky manufacturing methods.

Apart, however, from a few lines, such as woollens, in which England has so long held supremacy, we Canadians have little to fear from Great Britain. Not only are her styles old fashioned, but the extreme conservatism of her makers is a proverb, so much so that to-day the people of the British Isles are buying a very large portion of their manufactured goods from Germany, France, and the United States. If, then, we can but persuade Great Britain to put up a substantial tariff against these foreign countries, and open her markets free to her colonies, what a mine of wealth it will be to us Canadian manufacturers.

Our Future Market.

Where we now have 7,000,000 people scattered over nine days' journey in Canada, we should there have 40,000,000 people within one day's travelling. The numbers of our commercial travellers would have to be doubled at once, for we should require a second permanent staff, with headquarters in London.

With this arrangement as a basis of Imperial Trade, we would also obtain equally Free Trade with Newfoundland, the West Indies, Australia, New Zealand, South Africa, East India, and all the minor colonies, such as Ceylon, Singapore, and others too numerous to mention. With a market such as this, many times greater than that of any other country or empire in the world, it would indeed be

the fault of the Canadian manufacturer if he ever lacked a demand for his goods.

Even supposing, however, that we Canadian manufacturers had not sufficient enterprise to go abroad with our goods, the advantage to us of having our opposition in the United States and Germany more effectively kept out of our home market by a higher Canadian tariff would far more than counter-balance any supposed injury that we might receive from the manufacturers of Great Britain.

The strongest opponents in Great Britain to-day of the proposed change of policy from Free Trade to Protection consist first, of the large importers and exporters who make London the exchange mart of the world, and second, of the vessel-owners, whose income is derived from the carrying of this merchandise. These are the men who cry out at the very suggestion of a preference to the colonies. Offer them, however, the free interchange of the commerce of the whole British Empire, and the opportunity to export Imperial produce and Imperial manufactures to the outside nations, and you will take from under them the very ground of opposition upon which they stand.

Just as the sun never sets upon the King's domains, so our great Empire is blessed with every shade of climate, and possesses in one country or another every kind of raw material required for manufacturing purposes. Where a monopoly lies within the Empire, as is the case with our

Canadian nickel and pulpwood, the sale of such natural resources could be prohibited to foreign countries, except upon conditions satisfactory to the Empire as a whole. This free and controlling interchange of raw materials would not alone give to Imperial manufacturers an advantage beyond the power of calculation, but our vessel-owners would obtain that carrying trade which is so essential to the success of any great nation or empire.

View it as you like, as a Canadian, as a Britisher, or as an Imperialist—whether you are a manufacturer, an agriculturist, or a dealer in merchandise—and, once the first results of the change have been grappled with, there can be no doubt of the enormous advantage to every Canadian, and to every British subject, of FREE TRADE WITHIN A PROTECTED BRITISH EMPIRE.

H. K. S. HEMMING.

Montreal, June 28, 1909.

Position Wanted.

An energetic young man of about 12 years' experience in travelling and office work, with a few thousand dollars to invest, is open for engagement. Apply R. J. D., care of "Industrial Canada," Toronto, Ont.



A Shipping Scene in British Columbia. The Fraser River Lumber Co.'s Docks.

CHANGES IN FREIGHT RATES DURING JUNE

List of Freight Schedules Filed with the Board of Railway Commissioners During month of June, 1909.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission ; the second column gives the Railway number. C.L. stands for carload lots ; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.	C.R.C.	R.R. No.	Effective.	Description.
Grand Trunk Railway.				Grand Trunk Railway.			
Sup. 9 E. 1304	Sup. 10 R. 3	May 15, '09	Iron and steel articles, c.l., Montreal and west to Sault Ste. Marie, Ont., lake and rail, 19½c. per 100 lbs.	E. 1623 Cancels E. 1328	I. 70 Cancels I. 55	May 24, '09	Class and commodity, European ports to Winnipeg, Brandon, etc.
Sup. 7 E. 1420	Sup. 7 C.U. 31	June 12, '09	Various commodities between Buffalo and points in Canada.	Sup. 3 E. 1527	Sup. 3 C.P. 39	May 26, '09	Woodpulp, c.l., Hawkesbury to St. Catharines and Thorold, 13c. per 100 lbs.
Sup. 18 E. 1431	Sup. 18 C.Y. 3	May 15, '09	Commodities between points in Canada.	Sup. 19 C.A. 7	Sup. 19 U.S.N. 2	June 18, '09	Lumber and forest products, Ottawa Division to points in U.S.
Sup. 31 E. 499	Sup. 31 G.D. 60	June 15, '09	Class and commodity, stations west of Montreal to New York, etc., for export.	Sup. 7 C.A. 106	Sup. 7 U.S. 525	June 18, '09	Lumber and forest products, Ottawa Division to points in U.S.
Sup. 1 E. 1587	Sup. 1 E. 26	June 15, '09	Packing-house products, c.l., Montreal and west to Boston, Portland, etc., for export.	Sup. 12 C.A. 29	Sup. 12 U.S. 373	June 21, '09	Lumber and forest products, Ottawa Division to points in U.S.
E. 1608	C.I. 65	May 15, '09	Canada plate, tin plate and sheet steel, c.l., Morrisburg to stations in Canada.	Sup. 14 C.A. 99	Sup. 14 U.S. 516	June 28, '09	Lumber and forest products, Ottawa Division to points in U.S.
Sup. 9 E. 254	Sup. 9 G.B.Y. 7	May 15, '09	Iron commodities, Belleville to points in Canada.	Sup. 11 C.A. 111	Sup. 12 U.S. 540	June 21, '09	Lumber and forest products, Ottawa Division to points in U.S.
Sup. 17 C.A. 40	Sup. 25 U.S. 400	June 15, '09	Packing-house products, c.l., Ottawa to New York, export, 19c. per 100 lbs.	Sup. 39 W. 80	Sup. 40 G.F.D. 1151	June 26, '09	Commodities, points in U.S., Detroit and west, to Canada.
E. 1637 Cancels E. 1335	I. 72 Cancels I. 52	June 21, '09	Class and commodity, European ports to Canadian Northwest, via Boston and New York all rail.	Canadian Pacific Railway.			
Sup. 17 E. 1373	Sup. 17 A. 10	June 15, '09	Class and commodity, Eastern Canada to points in Northwest.	Sup. 24 E. 716	Sup. 24 E. 354	June 1, '09	Charge for changing destination in transit.
Sup. 10 E. 1011	Sup. 10 C.I. 25	June 14, '09	Iron commodities, c.l., Welland to various points.	Sup. 1 E. 1373	Sup. 1 E. 957	June 11, '09	Classes between stations west of Montreal and stations east on connecting lines.
Sup. 9 E. 1420	Sup. 9 C.U. 31	July 15, '09	Between Buffalo and points in Canada.	Sup. 21 E. 1234	Sup. 21 E. 815	June 7, '09	Local switching rates.
E. 1640	A. 9	June 14, '09	Basis for through rates between G. T. stations and Q. & L. St. J. and Q. R. L. & P. Co.	Sup. 21 E. 611	Sup. 21 E. 303	June 2, '09	Arbitrariness Riviere a Pierre Jct. and Q. & L. St. J. Ry.
Sup. 36 E. 1210	Sup. 36 C.F. 83	June 14, '09	Lumber between various points.	E. 1439	E. 1023	June 19, '09	Class and commodity rates between Eastern Canada and Canadian Northern points.
Sup. 9 E. 1011	Sup. 9 C.I. 25	May 17, '09	Iron commodities, Welland to Davenport, W. Toronto and Don.	E. 1453 Cancels E. 1403	E. 1038 Cancels E. 987	June 15, '09	Wire fencing, c.l., from points in Ontario to stations on C. P. and connecting lines.
E. 1615	C.R. 61	June 16, '09	Reconsigning and diverting charges and rules.	E. 1460 Cancels E. 1334	E. 1045 Cancels E. 918	July 12, '09	Classes, Fort William and Port Arthur, ex-West, to U. S. points.
E. 1622	S. 70	May 24, '09	Switching charges at Cobourg.	E. 1462	E. 1047	June 15, '09	Mantels, wooden, c.l., min. 12,000 pounds, Windsor to Vancouver, \$1.63 per 100 lbs.
Sup. 8 E. 1420	Sup. 8 C.U. 31	June 22, '09	Commodities between Buffalo and Canadian points.	Sup. 32 E. 1284	Sup. 32 E. 866	June 15, '09	Sulphur, c.l., Three Rivers, P.Q., to points in Ontario and Quebec.
Sup. 11 E. 889	Sup. 11 C.O. 7	June 1, '09	Pickles, c.l., Simcoe to Montreal, Quebec, St. John and Halifax.				
Sup. 90 E. 1208	Sup. 90 C.D. 23	May 25, '09	Building material between various points.				

C.R.C.	R.R. No.	Effective.	Description.
Michigan Central R.R.			
1443 Cancels 1427 and 1435	G.F.D. 7960 Cancels 7933-7942	June 12, '09	Commodities between points in Canada.
1446 Cancels 102	G.F.D. 7965 Cancels 4416	July 12, '09	Classes, M. C. points to Cleveland, lake and rail.
Sup. 1 1427	Sup. 1 G.F.D. 7933	June 10 '09	Sugar, c.l., Wallaceburg to local points in Canada.
1444 Cancels 1349	G.F.D. 7963 Cancels 7764	July 12, '09	Sugar beets, c.l., points in Canada to points in Michigan.
1445	G.F.D. 7964	June 21, '09	Sugar beets, c.l., local points to Wallaceburg.
Sup. 1 1443	Sup. 1 G.F.D. 7960	June 14, '09	Sugar, c.l., Wallaceburg to M. C. points in Canada.
1407 Cancels 976	G.F.D. 7899 Cancels 6919	May 31, '09	Pitch and tar, c.l., London, Ont., to points in U.S.
Sup. 2 1351	Sup. 2 G.F.D. 7766	Apr. 26, '09	Iron and steel articles between various points in Canada.
1405 Cancels 942	G.F.D. 7897 Cancels G.F.D. 6815	May 31, '09	Lumber, c.l., M. C. R.R. points to stations in Canada.
1411 Cancels 1254	G.F.D. 7910 Cancels 7565	June 1, '09	Binder twine, c.l., Welland to Duluth, St. Paul, etc., lake and rail.
Sup. 3 1351	Sup. 3 G.F.D. 7766	May 10, '09	Iron and steel articles between various points in Canada.
1420 Cancels 1286	G.F.D. 7923 Cancels 7635	May 18, '09	Class and commodity between M. C., T. H. & B., and N. St. C. & T. stations, and Fort William and Port Arthur, lake and rail; also to Winnipeg, Brandon, etc.
Sup. 4 1351	Sup. 4 G.F.D. 7766	May 18, '09	Iron and steel, M. C. points to stations in Canada.
1424 Cancels 536-689 1170-1337 1427	G.F.D. 7930 Cancels 6197-7395 7745 G.F.D. 7933	May 20, '09	Grain and grain products, M. C. stations in Canada to points in Canada.
		May 20, '09	Commodities between M. C. points, also to stations on connecting lines.
Sup. 4 1123	Sup. 4 G.F.D. 7314	May 22, '09	Classes, M. C. stations in Canada to points on C.P.R.
Sup. 2 1376 1435	Sup. 2 G.F.D. 7824 G.F.D. 7942	June 1, '09	Stop-off charges.
		June 1, '09	Pickles and preserves, c.l., Leamington to various points.

New York Central and Hudson River R.R.

1394 Cancels 1173	A. 13776 Cancels A. 10791	June 8, '09	Agricultural implements, c.l., New York State points to St. Johns, P.Q., and points in New Brunswick.
1419	A. 14170	July 5, '09	Class rates, Niagara frontier stations to points in Canada.
1415 Cancels 98	A. 14182 Cancels A. 582	July 3, '09	Class rates, points in New York State to G. T. stations.
1411	A. 14115	June 22, '09	Binders' board and millboard, North Tonawanda to Montreal, 18½c. per 100 lbs.

C.R.C.	R.R. No.	Effective.	Description.
Wabash R.R.			
349 Cancels 44	8912 Cancels 35402	June 1, '09	Commodities, stations in U.S. to Canadian points.
353 Cancels 338	G. 5698 Cancels F. 5698	June 10, '09	Class and commodities, stations in Canada to Boston, New York, etc., for export.
352	8942	June 10, '09	Classes, Wabash stations in Canada to points in U.S.

Pere Marquette Railway.

1025 Cancels 742	2638 Cancels 1938	July 9, '09	Rules governing diversion or reconignment of freight in carloads.
986 Cancels 69 and 89	2560	May 3, '09	Wire fencing and netting, c.l., Walkerville to points in Canada.
997	2583	June 1, '09	Wool (in grease), P. M. R.R. stations to points in Canada.
1023 Cancels 802	2630 Cancels 2088	July 1, '09	Pig iron, billets, rails, etc., c.l., Chicago, Milwaukee, etc., to points in Canada.

Canadian Northern Quebec.

313 Cancels 179	159 Cancels 29	May 14, '09	Commodities between points on C. N. Q. and points on connecting lines.
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Pittsburg, Shawmut and Northern R.R.

71 Cancels 70	566 Cancels 520	May 24, '09	Clay and hollow brick, c.l., Klaumont and St. Mary's, Pa., to points in Canada.
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Chicago, Burlington and Quincy R.R.

202 Cancels 138	865 B. Cancels 865 A.	June 1, '09	Binders' board, paper, etc., Peoria, Rock Falls, Ill., etc., to points in Canada.
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Chesapeake and Ohio Railway.

87 Cancels 43	13335 Cancels 12858	July 5, '09	Pig iron billets, blooms, etc., C. & O. points to Canada.
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Central Freight Association.

Sup. 64 1	Sup. 64 12	May 29, '09	Class and commodity rates between points in Canada and St. Paul and Minneapolis.
Sup. 4 62	Sup. 4 3	June 4, '09	Class and commodity, stations in Canada to Eagle Pass, El Paso and Laredo, Tex.
Sup. 5 61	Sup. 5 1	June 4, '09	Class and commodity, stations in Canada to Texas points.

Erie R.R.

Sup. 34 4	Sup. 4 R. 9146	May 31, '09	Class and commodity, Erie R.R. stations to points in Canada.
109 Cancels 51	E.R. 8683 Cancels 5871 and 6392	May 29, '09	Brick, c.l., Bradford and Lewis Run to points in Canada.

Rutland R.R.

388 Cancels 367		June 2, '09	Paper, Bennington and North Bennington to Toronto, c.l., 19c.; l.e.l., 28c. per 100 lbs.
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Baltimore and Ohio R.R.

Sup. 13 458		May 25, '09	Iron and steel, points in Pennsylvania and Ohio to Canada.
Sup. 26 312		July 5, '09	New iron and steel rails, c.l., Baltimore and Sparrows Point, Md., to Montreal, \$3.20 per gross ton.

C.R.C.	R.R. No.	Effective.	Description.
Queen and Crescent Route.			
23	640 B.	June 1, '09	Lumber, Southern U.S. points to Canada.
Bessemer and Lake Erie R.R.			
54		June 1, '09	Class and commodity rates, B. & L. E. points to Canada.
Cancels			
3		June 1, '09	Iron and steel articles, B. & L. E. points to Canada.
Sup. 3			
45			
55		June 1, '09	Iron and steel, B. & L. E. stations to points in Canada.
Lehigh Valley R.R.			
599		May 27, '09	Wire and rods, c.l., Perth Amboy, N.J., to Montreal, 20c. per 100 lbs.
Lake Shore and Michigan Southern Railway.			
Sup. 10		May 27, '09	Commodities, L. S. & M. S. stations to points in Canada.
169			
Sup. 2		May 27, '09	Cancellation rate on wire springs from Cleveland to Canada.
59			
Sup. 13		May 27, '09	Iron and steel, L. S. & M. S. points to Canadian points.
158			
Pennsylvania R.R.			
Sup. 5		June 1, '09	Brick and fire clay, P. R.R. stations to G. T. Ry. points.
K. 48			
R.R. 27		July 1, '09	Iron and steel articles, P. R.R. stations to Canada.
Cancels			
R.R. 3 and 20			
T.T. 32		July 10, '09	Fire brick and clay, c.l., St. Mary's, Pa., to Toronto, \$2.60 per ton.
Central R.R. of New Jersey.			
305		May 30, '09	Zinc oxide, c.l., Hazard, Pa., to Montreal, 22c. per 100 lbs.
Cancels			
225			
Chicago, Burlington and Quincy.			
203	871 B.	June 1, '09	Joiners' work, c.l., Burlington, Ia., and other Mississippi River points to Canada.
Cancels	Cancels		
137	871 A.		
Chicago, Cincinnati and Louisville R.R.			
38	1900	May 15, '09	Classes, Richmond, Va., to points in Canada.
Delaware and Hudson Company.			
810	F.D. 4841	June 4, '09	Iron and steel, D. & H. points to Montreal.
823	F.D. 4922	July 5, '09	Rail joints, iron pipe, etc., D. & H. stations to points on G. T. Ry.
Cancels	Cancels		
810	4841		
Louisville and Nashville R.R.			
103	1198	June 1, '09	Class and commodity rates, L. & N. stations to points in Canada.
104	1205	May 31, '09	Lumber and forest products, c.l., L. & N. stations to points in Canada.
Sup. 71		July 11, '09	Bark extract, c.l., L. & N. stations to Canada.
64			
Pennsylvania Company.			
Sup. 85		June 18, '09	Commodities, Penn. Co. lines to Canada.
1			
Cincinnati, Hamilton and Dayton R.R.			
196		July 5, '09	Billets, pig iron, etc., points in Ohio to Canada.
Cancels			
188			
Wabash R.R.			
356	8805	May 27, '09	Iron and steel, Welland to points in Canada.

C.R.C.	R.R. No.	Effective.	Description.
Transcontinental Freight Bureau.			
242	5 E.	June 1, '09	Class and commodity, points in Eastern Canada to North Pacific terminals.
Cancels	Cancels		
209	5 D.		
238	1 I.	June 5, '09	Class and commodity, eastern points to California terminals.
Cancels	Cancels		
219	1 H.		
241	4 E.	June 5, '09	Class and commodity, eastern points to North Pacific Coast terminals.
Cancels	Cancels		
220	4 D.		
239	2 F.	June 5, '09	Class and commodity, North Pacific Coast terminals to points in Canada.
Cancels	Cancels		
222	2 E.		
240	3 G.	June 5, '09	Class and commodity, California terminals to points in Canada.
Cancels	Cancels		
221	3 F.		
Canadian Northern Ontario Railway.			
138	97	May 15, '09	Pulpwood, c.l., Hanmer, Ont., to Merrittton, Thorold, etc., 13c. per 100 lbs.
Illinois Central R.R.			
Sup. 9	Sup. 9	July 15, '09	Commodities, Ill. Cent. points to Canada.
A. 78	1769 B.		
Western Maryland R.R.			
46		June 28, '09	Machinery, plate, steel and pipe, c.l., York, Pa., to Canada.
Cancels			
43			
Toronto, Hamilton and Buffalo Railway.			
540	G.F.D. 183	June 1, '09	Commodities, Hamilton to points in Canada.
Cancels	Cancels		
347	122		
Pittsburg Terminal Railway.			
12	26	July 2, '09	New iron and steel rails, c.l., points in Pennsylvania to Canada.
7	11	June 1, '09	Iron and steel articles, Pittsburg to points in Canada.
Chicago, Milwaukee and St. Paul Railway.			
78	18 B.	July 6, '09	Copper and copper articles, points in Montana to Canada.
Cancels	Cancels		
66	18 A.		
Raritan River R.R.			
72		July 2, '09	Sand and clay, c.l., Raritan River R.R. points to Montreal, \$3.35 per net ton.
Cancels			
71			
New York, Chicago and St. Louis R.R.			
103	G.F.D. 438	July 1, '09	Iron and steel rails, c.l., Lorain and So. Lorain, Ohio, to points in Canada.
Detroit and Charlevoix R.R.			
15	G.F.D. 66	July 1, '09	Acetate of lime and pig iron, c.l., East Jordan, Mich., to points in Canada.
Dunkirk, Allegheney Valley and Pittsburg R.R.			
75		July 23, '09	Class rates, D., A. V. and P. stations to points in Canada.
Cancels			
72			
Lake Shore and Michigan Southern R.R.			
178		July 15, '09	Sand and gravel, c.l., L. S. & M. S. points to Canada.
Cancels			
85		July 1, '09	New iron and steel rails, c.l., L. S. & M. S. stations to Canada.
177			
Cancels			
157			
Vandalia R.R.			
17		June 28, '09	Class and commodity, St. Louis, Mo., & V. R.R. points to Canada.
Cancels			
15			

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquiries, apply by numbers to the Secretary, at Toronto.

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- 607 **Agricultural Implements.**—A large South African firm of general merchants asks for catalogues and price lists, with trade discounts, for agricultural implements.
- 608 **Arsenate of Lead, Extract of Quassia, Etc.**—Enquiry is made for the name of parties in the fruit-growing districts of Nova Scotia, Ontario and British Columbia, who might be open to push the sale of arsenate of lead, extract of quassia, quassia chips, and other insecticides.
- 609 **Axe Handles.**—A Manchester firm asks for prices of hickory axe handles from Canadian exporters of same.
- 610 **British Representative.**—Englishman, who has spent some time in Canada, desires to return to his native country, and will represent reliable Canadian firms.
- 611 **Baggage Barrow Trucks.**—A South African government railway asks for quotations for baggage barrow trucks.
- 612 **Binder Twine.**—A South African firm of machinery merchants asks for quotations of binder twine, c.i.f., Durban.
- 613 **Box Shooks.**—A thoroughly reliable young American broker in Havana desires correspondence with Canadian manufacturers of box shooks.
- 614 **Bolts, Nuts and Rivets.**—A South African government railway asks for catalogues, price lists, etc., from exporters of bolts, nuts and rivets suitable for railway work.
- 615 **Canned Meats, Fish, Etc.**—A firm of general merchants and importers in St. Kitts, West Indies, are open to do business with Canadian exporters of the above and other products.
- 616 **Canoes.**—A South African boat-building company asks for quotations for "Peterborough" canoes, 15-23 ft., in nests.
- 617 **Candy Pails.**—A confectionery firm in the North of England would like to consider full details and prices (c.i.f., Manchester) of wood candy pails, suitable for holding a few pounds of sweetmeats, and asks for the names of Canadian manufacturers.
- 618 **Closet Seats.**—A Manchester firm asks for prices of closet seats from Canadian manufacturers.
- 619 **Cordage.**—A South African government railway asks for quotations from exporters of cordage.
- 620 **Express Wagons.**—A South African government railway asks for quotations for express wagons.
- 621 **Flour.**—A firm of manufacturers' agents in Cairo, Egypt, are open to purchase quantities of medium grade flour from time to time, and would welcome correspondence from Canadian exporters.
- 622 **Furniture.**—A firm of general commission agents in Cairo, Egypt, are in a position to place large orders for furniture, if prices are right.
- 623 **Feldspar.**—Owners of large deposits of this mineral desire to hear from Canadian manufacturers of artificial stone, and others, who might be interested in developing the property, or purchasing the raw material.
- 624 **Flour.**—A Newfoundland firm is open to purchase flour in large quantities from millers making Manitoba highest patents.
- 625 **Flour.**—A Newfoundland firm enquires for Canadian flour.
- 626 **Fencing Wire.**—A large South African firm of general merchants asks for catalogues and price lists, with trade discounts, for fencing wire.
- 627 **Flour.**—A Newfoundland firm is open to receive shipments of flour from Canadian millers direct.
- 628 **Fencing Wire.**—A South African firm of fencing material dealers asks for a quotation for "Iowa" brand barb wire, in carload lots, at per 1000 lbs. gross weight, and 98 lbs. net, coils, c.i.f., Durban.
- 629 **Furniture.**—A big American firm doing business in Havana, Cuba, desire correspondence with Canadian manufacturers of furniture, especially for office purposes.
- 630 **Furniture.**—A South African firm wishes to have catalogues, price lists, etc., from exporters of house and office furniture.
- 631 **Fencing Wire.**—A South African government railway asks for catalogues, price lists, etc., from exporters of fencing wire.
- 632 **Furniture.**—A South African government railway asks for quotations for office furniture, and furniture suitable for stations, etc.
- 633 **Furniture.**—A Cape Town commission agent desires to be placed in touch with Canadian manufacturers and exporters of household furniture.
- 634 **Flour.**—A South African commission agent wishes to get into touch with exporters of flour of good quality. Volume of business, 300 to 600 bags per month.
- 635 **Farinaceous Preparations.**—A large South African firm of general merchants asks for catalogues and price lists, with trade discounts, for farinaceous preparations.
- 636 **German Agent.**—A well-known Hamburg, Germany, manufacturers' agent is open to represent Canadian manufacturers.
- 637 **Head Lights.**—A South African government railway asks for quotations for locomotive head lights and accessories.
- 638 **Hog Casings.**—A South African firm wishes to be placed in communication with exporters of hog casings.
- 639 **House, Office and School Furniture.**—A large South African firm of general merchants asks for catalogues and price lists, with trade discounts, for house, office and school furniture.
- 640 **Handles.**—A Lancashire firm wishes to correspond with Canadian exporters of spade and pick handles.
- 641 **Iron.**—A South African government railway asks for catalogues, price lists, etc., from exporters of iron, plate and sheet, plain and corrugated.
- 642 **Iron Pipes and Piping.**—A South African government railway asks for catalogues, price lists, etc., from exporters of iron pipes and piping.
- 643 **Japanese Agent.**—A well-known manufacturers' agent in Kobe, Japan, well recommended, desires to hear from Canadian manufacturers of various lines, who are seeking a market in his country.
- 644 **Lead.**—A London firm wishes to buy supplies of Canadian vanadate of lead.
- 645 **Leatherboards.**—A Manchester firm asks for prices of leatherboards from Canadian manufacturers.
- 646 **Maple Flooring Blocks.**—A well-known firm of wholesale dealers and brokers in flooring and other lumber are anxious to get in touch with Canadian manufacturers who can supply them with maple flooring blocks. Good connections and references.
- 647 **Manufacturers' Agents.**—A firm of jobbers in Winnipeg, Man., would welcome correspondence from manufacturers who are prepared to do business with them.
- 648 **Maple Floorings and Strips.**—A Leicester and Hull firm of timber importers are buyers of maple floorings suitable for roller-skating rinks; also of rough maple strips of prime quality, 1¼ x 1½ x 3, and wish to hear from Canadian manufacturers.
- 649 **Nails and Screws.**—A South African government railway asks for quotations from exporters of nails and screws.

- 650 **Ontario Representative.**—Manufacturers' agent in Toronto is anxious to get in touch with Montreal and Eastern manufacturers of grocers' sundries and other lines, who seek representation in the West.
- 651 **Paper, White News.**—A South African newspaper and printing company asks for quotations for white news, 27 inches by 42 inches, 40 lbs. per ream; also same size, 38 lbs. per ream. Prices must be c.i.f., East London; 300 reams in one lot, or 600 reams in two shipments, two or three months apart.
- 652 **Paper.**—A South African firm asks for samples and quotations for M.G. Cap. $22\frac{1}{2} \times 35=500$ s, 26 lbs., as per sample. Also in pink, 23 lbs., 500s. Also white news (flat), white and tinted printings, c. laids and azure laids, and imitation parchment, glazed and unglazed. Prices to include packing and c.i.f., Durban.
- 653 **Picks and Shovels.**—A large South African firm of general merchants asks for catalogues and price lists, with trade discounts, for picks and shovels.
- 654 **Ploughs.**—A South African firm of general merchants asks for catalogues, price lists, etc., from exporters of "all steel" ploughs.
- 655 **Paper.**—A large American firm doing business in Havana, Cuba, desire to be placed in communication with Canadian manufacturers of wrapping and toilet paper.
- 656 **Ploughs.**—A South African firm wishes to receive catalogues, price lists, etc., from exporters of ploughs of good quality.
- 657 **Paper.**—A South African government railway asks for quotations from exporters of paper for printing and stationery.
- 658 **Representative in Argentine Republic.**—Business man of long experience, now in Canada, desires to hear from Canadian manufacturers interested in the markets in Argentine Republic. Claims to be in a good position to assist them in getting a footing in these markets.
- 659 **Rails.**—A South African government railway asks for catalogues, price lists, etc., from exporters of rails.
- 660 **Stoves.**—A large South African firm of general merchants asks for catalogues and price lists, with trade discounts, for stoves.
- 661 **Stoves.**—A South African firm of wholesale and retail merchants wishes to have catalogues, price lists, etc., from exporters of stoves of cheap variety.
- 662 **Stoves.**—A South African firm wishes to receive catalogues, price lists, etc., from exporters of stoves of cheap variety.
- 663 **Toilet Specialties, Perfumes, Etc.**—A firm of wholesalers in Glasgow, Scotland, who make a specialty of supplying pedlars with household specialties, desire to hear from manufacturers in Canada who might supply them.
- 664 **Tools.**—A South African firm of wholesale and retail merchants wishes to have catalogues, price lists, etc., from exporters of tools.
- 665 **Tools.**—A South African government railway asks for catalogues, price lists, etc., from exporters of railway tools.
- 666 **Tarpaulins.**—A South African government railway asks for quotations from exporters of tarpaulins.
- 667 **Woodenware, Wooden Handles, Looking Glass Frames, Etc.**—Old established firm of wholesale dealers in the above products in London, England, would be glad to receive quotations from Canadian manufacturers seeking a market in that territory.
- 668 **Woodfiller No. 3.**—A South African government railway asks for quotations for woodfiller No. 3.
- 669 **Woodenware.**—A firm in Birmingham, Eng., desires to get into communication with good concerns desiring to ship veneer, maple blocks for mangle rolls, and other woodenware to Great Britain.

New Companies Incorporated

Ontario.

- The Alsop Process Co. of Canada; capital, \$100,000; head office, Toronto; Andrew Dods, Toronto, is solicitor. The company will manufacture machinery for the improving, ageing, and whitening of flour.
- The American Laundry Machinery Co.; capital, \$40,000; head office, Toronto; Adam Kreuter, manufacturer, Chicago, is a director.
- The Port Stanley Navigation Co.; capital, \$10,000; head office, St. Thomas, Ont.; J. R. Green, St. Thomas, is solicitor. The company will build docks and terminal facilities.
- The St. Lawrence Brewery; capital, \$400,000; head office, Cornwall, Ont.; Henry J. Elliott, K.C., is solicitor.
- The New Empire Wall Paper Co.; capital, \$50,000; head office, Toronto.
- Toronto Boxbarrel Co.; capital, \$50,000; head office, Toronto; Frank Denton, K.C., is solicitor.
- The Fingal Telephone Co.; capital, \$5,000; head office, Village of Fingal, Ont.; Daniel J. Scott, Township of Southwold, Elgin County, is a director. A co-operative farmers' company.
- The Sault Ste. Marie Dry Dock and Shipbuilding Co.; capital, \$1,000,000; head office, Sault Ste. Marie; John O'Boyle, Sault Ste. Marie, is a director.
- Tucker, Limited; capital, \$40,000; head office, Belleville; F. H. Johnson, Belleville, is a director. The company will manufacture shirts.
- Canadian Ensign Co.; capital, \$150,000; head office, Hamilton; J. F. Orde, Ottawa, is solicitor. The company will manufacture adding and computing machines.
- Canadian National Carbon Co.; capital, \$20,000; head office, Toronto; Britton Osler, Toronto, is solicitor. The company will manufacture carbon paper.

Nova Scotia.

- C. S. McLeod and Company, Limited, Amherst, N.S., incorporated May 28th, 1909; capitalization, \$10,000, 1,000 shares of \$10.00 each. Incorporators, Wm. D. Murdock, Amherst, N.S.; D. C. McLeod, Amherst, N.S.; Wm. C. Harper, Amherst, N.S.; Chas. S. McLeod, Amherst, N.S.
- The Sydney Hotel Co., Limited, incorporated June 4th, 1909; capitalization, \$100,000, 1,000 shares of \$100 each. Incorporators, C. V. Wetmore, Sydney; Charles J. Burchell, Sydney; Fred. J. Mitchell, Dominion, C.B.
- Wm. P. McNeil Co., Limited, New Glasgow, incorporated June 7th, 1909; capitalization, \$250,000, 5,000 shares of \$50.00. Incorporators, Annabel McNeil, New Glasgow, N.S.; Arnold McNeil, New Glasgow, N.S.; Chas. McNeil, New Glasgow, N.S.; Walter McNeil, New Glasgow, N.S.
- N. & M. Smith, Limited, Halifax, N.S., incorporated June 9th, 1909; capitalization \$320,000, 3,200 shares of \$100. Incorporators, J. Ross Archibald, Halifax, N.S.; Donald C. Sinclair, Halifax, N.S.; Gertrude M. Doley, Halifax, N.S.
- New England Mining Company, Limited, Halifax, N.S., incorporated June 11th, 1909; capitalization, \$1,000,000, 20,000 shares of \$50.00. Incorporators, R. W. MacLellan, Halifax, N.S.; J. Ross Archibald, Halifax, N.S.; Donald C. Sinclair, Halifax, N.S.

Edwin Crabtree & Sons; capital, \$199,000; head office, Montreal; Edwin Crabtree, Joliette, P.Q., is a director. The company will manufacture pulp and paper.

Electrical Flour Patents Co.; capital, \$500,000; head office, Montreal; A. J. Brown, K.C., Montréal, is solicitor. The company will make special machinery for flour mills.

Berliner Gramophone Co.; capital, \$10,000; head office, Montreal; A. Huntley Duff, Montreal, is solicitor.

Federated Press; capital, \$20,000; head office, Montreal; Travice A. Tod is a director.

Blaugas Co.; capital, \$5,000,000; head office, Montreal; S. W. Jacobs, K.C., is solicitor. The company will take over and operate light and water plants.

The Pagé Neverdrop Hook Co.; capital, \$45,000; head office, Sherbrooke, P.Q.; Stanislas R. Pagé, St. Ludger, P.Q., is a director.

Dominion Mica Works, Limited, Montreal, \$75,000. Manufacturers and dealers in mica and mica goods for insulating purposes. A. Roy Macdonald.

Church & Fee, Limited, Montreal; \$450,000. Lumber merchants and manufacturers. Thos. E. Fee, E. S. Fee, Geo. H. Church, Jas. E. Church.

Acton Biscuit Co., Acton Vale, Que.; \$45,000. Biscuit and confectionery manufacturers. Georges Deslandes, Aime Langevin.

Memphremagog Navigation Co., Montreal; \$10,000. Navigation business. E. Goff Penny, Alex. G. Macpherson.

The Atlantic Oil Syndicate, Limited, Montreal; \$100,000. Oil refiners, etc. Incorporators, The Cherokee Syndicate, Limited, of England.

Godbout & Cie., Inc., Chicoutimi, Que.; \$45,000. General wholesale and retail business. Alfred Godbout, J. L. A. Godbout, Chas. Morin, L. A. Casgrain.

La Cie Electric Dorchester, St. Henri de Lauzon, Que.; \$75,000. Producers of electricity. Hon. John Sharples, Hon. B. Letellier, E. Ouellet.

La Cie des Eaux et de l'Electricite de Chicoutimi, Chicoutimi, Que.; \$250,000. Acquire rights properties, etc., of water, electric and telephone companies of Chicoutimi, and carry on operations.

La Cie de Navigation Canada, Montreal; \$20,000. General navigation business. Louis Lacouture, L. E. Morin, Jr., H. L. Couture.

A. Nault & Sons Co., Maniwaki, Que.; \$5,000. Hotelkeepers, lumberers, jobbers and storekeepers. Andre Nault, Francis Nault.

The Telegraph Printing Co., Quebec; \$20,000. Publishers, printers, etc. Frank Carrel, David A. Butler.

The Fabre Silver Mines, Limited, Fabre, Que.; \$800,000. Allan C. Thornburn, Samuel E. Boulter.

Jones Bros. of Montreal, Inc., Montreal; \$20,000. Manufacturers and dealers in barbers' furniture, proprietary medicines, druggists' sundries, office and store fixtures, etc. Gustavus Zryd, Alfred St. Germain.

Richelieu Ice Co., Limited, Montreal; \$50,000. Manufacturers and ice dealers, general carriers, traders, navigation business. Leon Mendelovitch, Barthelemy Lefebvre, Thos. Lovett.

SAVED THE BUILDING

Here is another fire picture—it speaks for itself. It is taken from a photograph of the Graham Nail Works on their old site on Front Street, Toronto. Their building was burned to the ground, and the high wind carried the flying red hot embers over to the roof of the adjoining building, where they blazed fiercely.

The roof of this adjoining building was fortunately covered with "Eastlake" steel shingles, and, as you will notice, was not even scorched. That's the kind of fire insurance to carry.

Interested, as I have been, in the subject of building for twenty-five years, it's aston-

ishing to me to see the many advantageous uses metallic building materials can be profitably put to. They are not only fire-proof, weather-proof and lightning-proof, but decorative and artistic besides. —*The Philosopher of Metal Town.*

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AMONG THE INDUSTRIES

ONTARIO.

The Imperial Extract Co. will build an \$18,000 factory in Toronto.

Frost Wire Fence Co. will build a \$10,000 addition to their factory in Hamilton.

Toronto will have a centrifugal pump installed in connection with its filtration plant.

The Dixon Bridge Works, Campbellford, Ont., are reported to be about to establish a branch in the West.

J. Y. Shantz & Son Co., Berlin, suffered a complete loss by fire recently. The loss amounted to about \$100,000, with insurance of \$80,000.

The ratepayers of Stratford will vote on a by-law to guarantee a loan of \$25,000 to the Stratford Carriage and Motor Co. The company, if the by-law carries, will occupy the old factory of the Borland Carriage Co.

The Waterloo Manufacturing Co., manufacturers of threshing machinery, after negotiations extending over a lengthy period, are now establishing their Western branch in Portage-la-Prairie. After doing business in Winnipeg for several months, this concern found the cost of additional property too great, added to which was a higher rate of taxation and insurance, these three reasons combining to make the change. The citizens granted the company a fixed assessment of \$5,000 for a period of twenty years, this being the basis of the agreement with the company.

WEST.

A \$200,000 addition to the court house in Winnipeg will be built.

Vancouver will spend \$35,000 on an addition to their Y. M. C. A.

The National Drug Co. will erect a three-storey warehouse in Calgary.

Regina is advertising for school supplies and equipment for their high school.

A tinning factory is proposed for Winnipeg. A. E. Smith, Reading, Mich., is interested.

The Provincial Government will build a new telephone exchange at Portage-la-Prairie.

The Canada Life Insurance Co. will build a seven-storey office building in Vancouver, B.C.

It is reported that the Gas Engine and Traction Co. will build a factory at Elmwood, Man.

The G. T. P. have let contracts to the Canada Foundry Co. for \$400,000 for steel for six bridges.

Victoria, B.C., will spend \$225,000 on extensions and renewals to their waterworks system and in sewers and local improvements.



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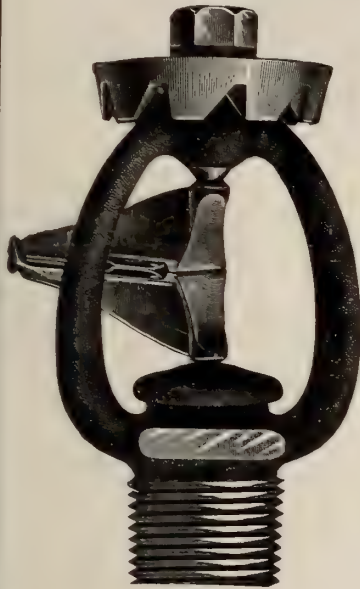
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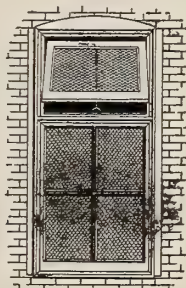
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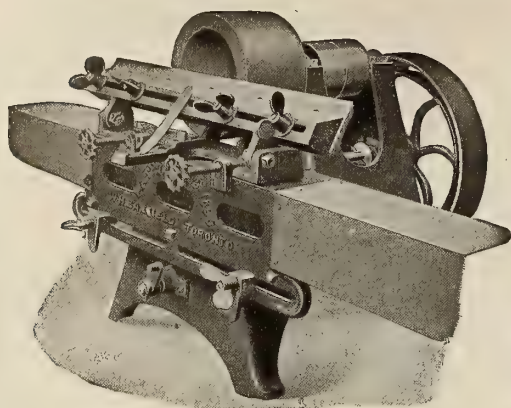
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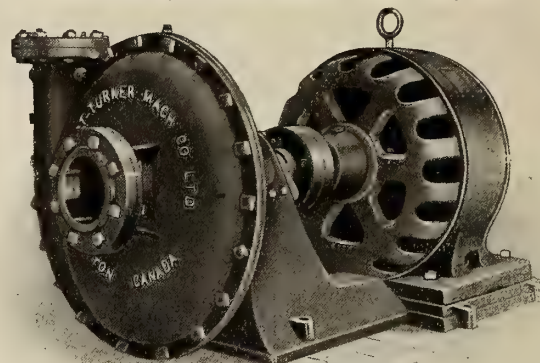
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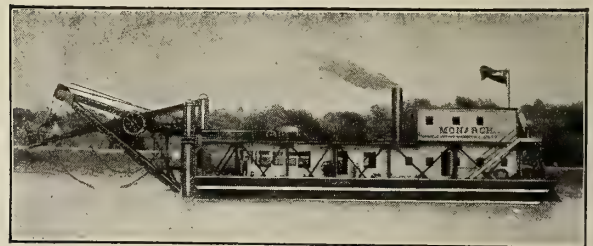
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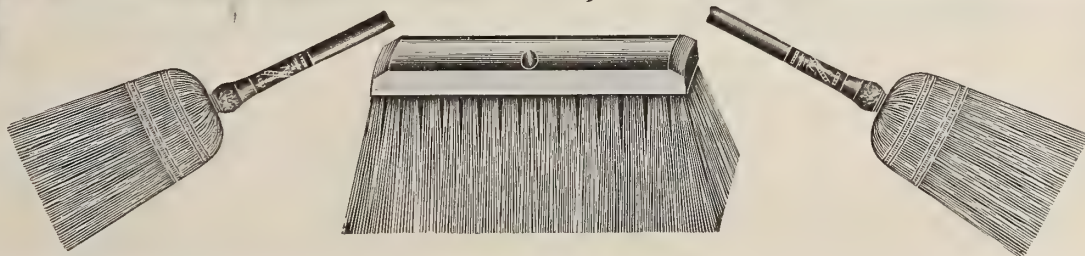


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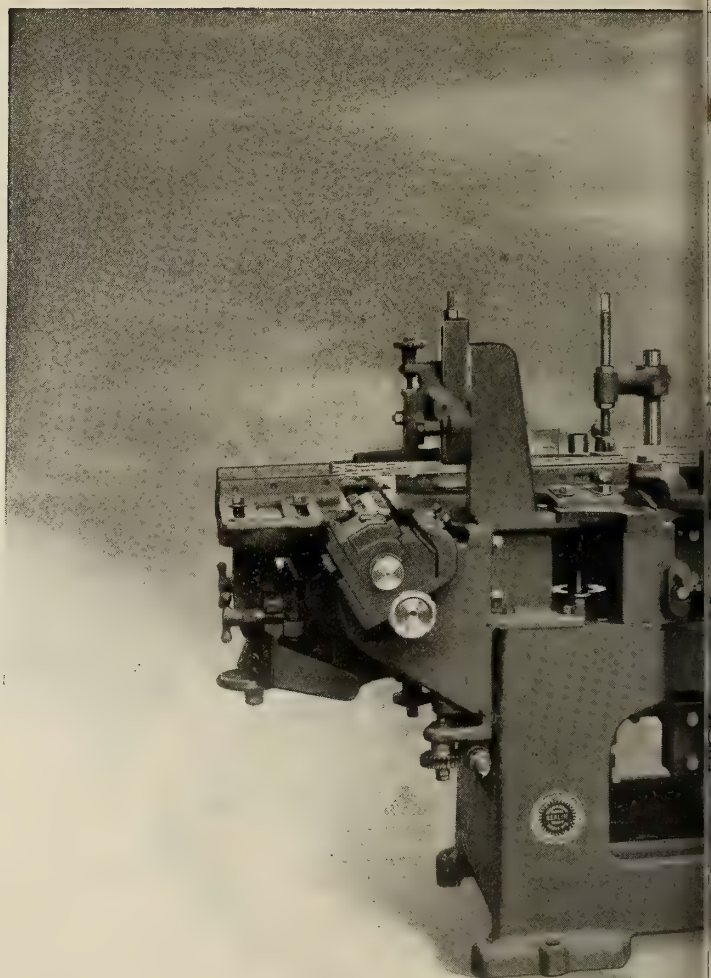
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Berlin Machine Hamilton,

Side Moulder



*The SEAL of
Quality*



THEN there are the features of accessibility which cannot all be seen in the picture, but you will appreciate these when we tell you. The knives are easy to get at when you want to alter or grind them. All adjustments are made from the front side of the machine.

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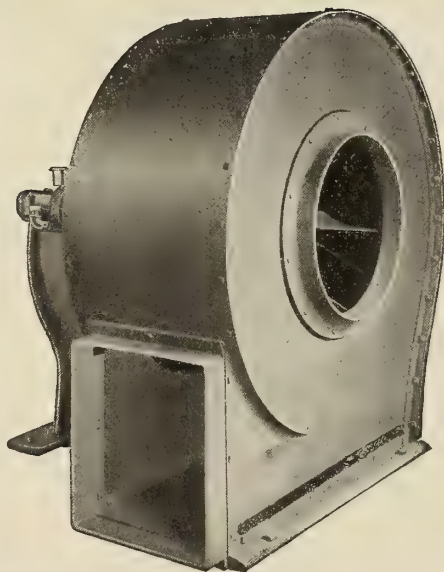
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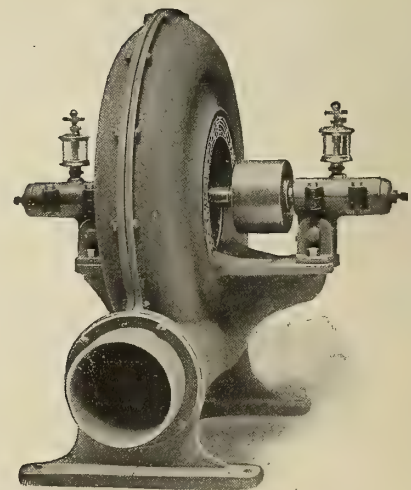


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